

FIG. 1A

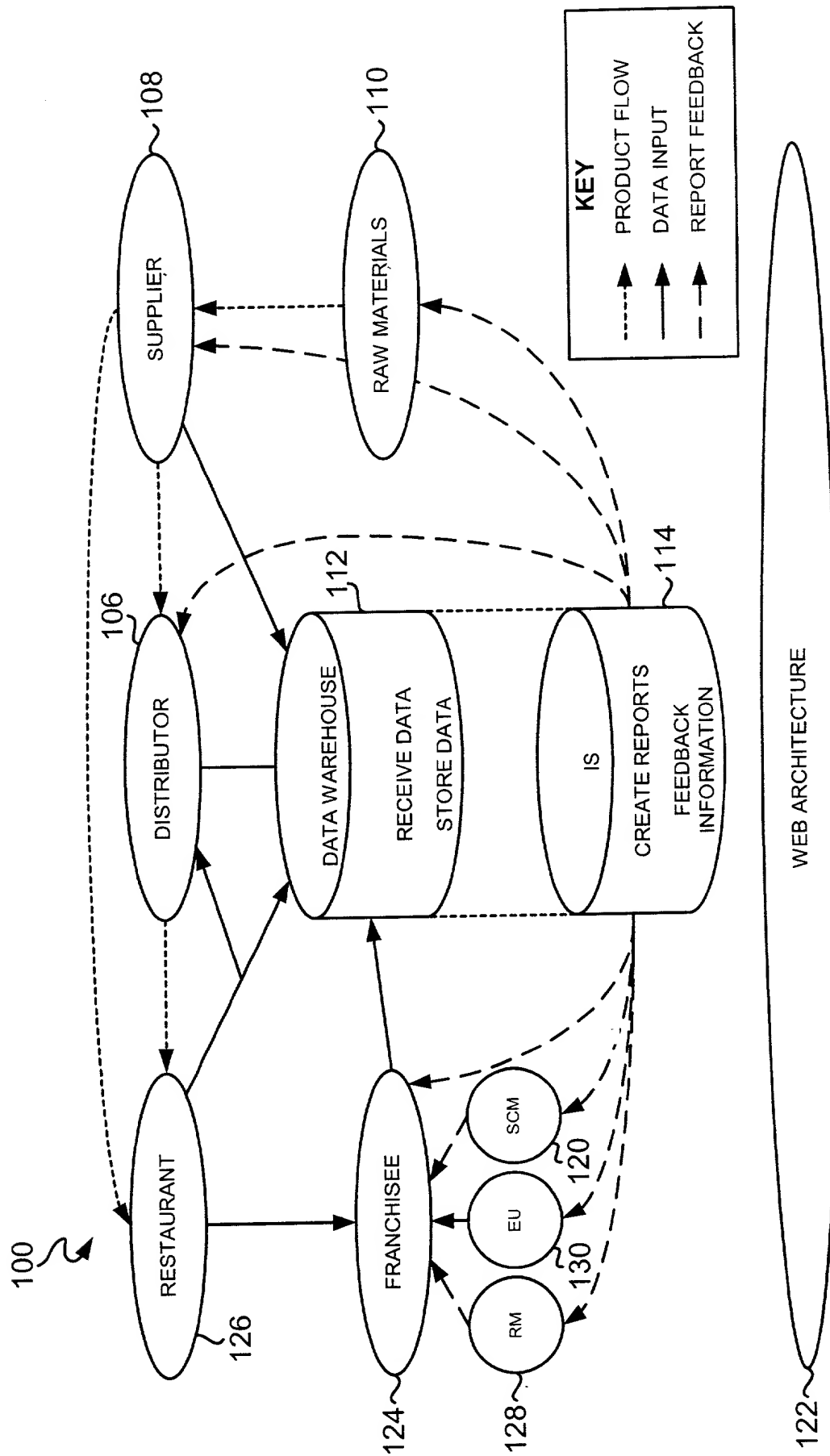


FIG. 1B

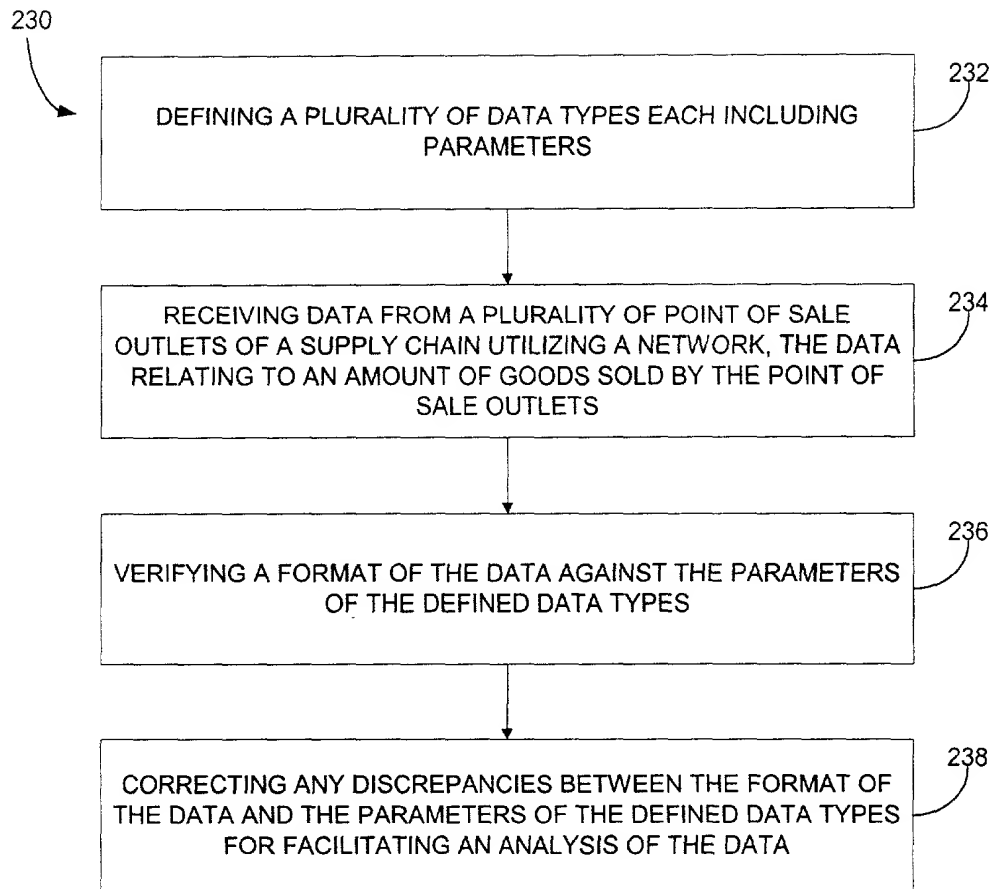


FIG. 2

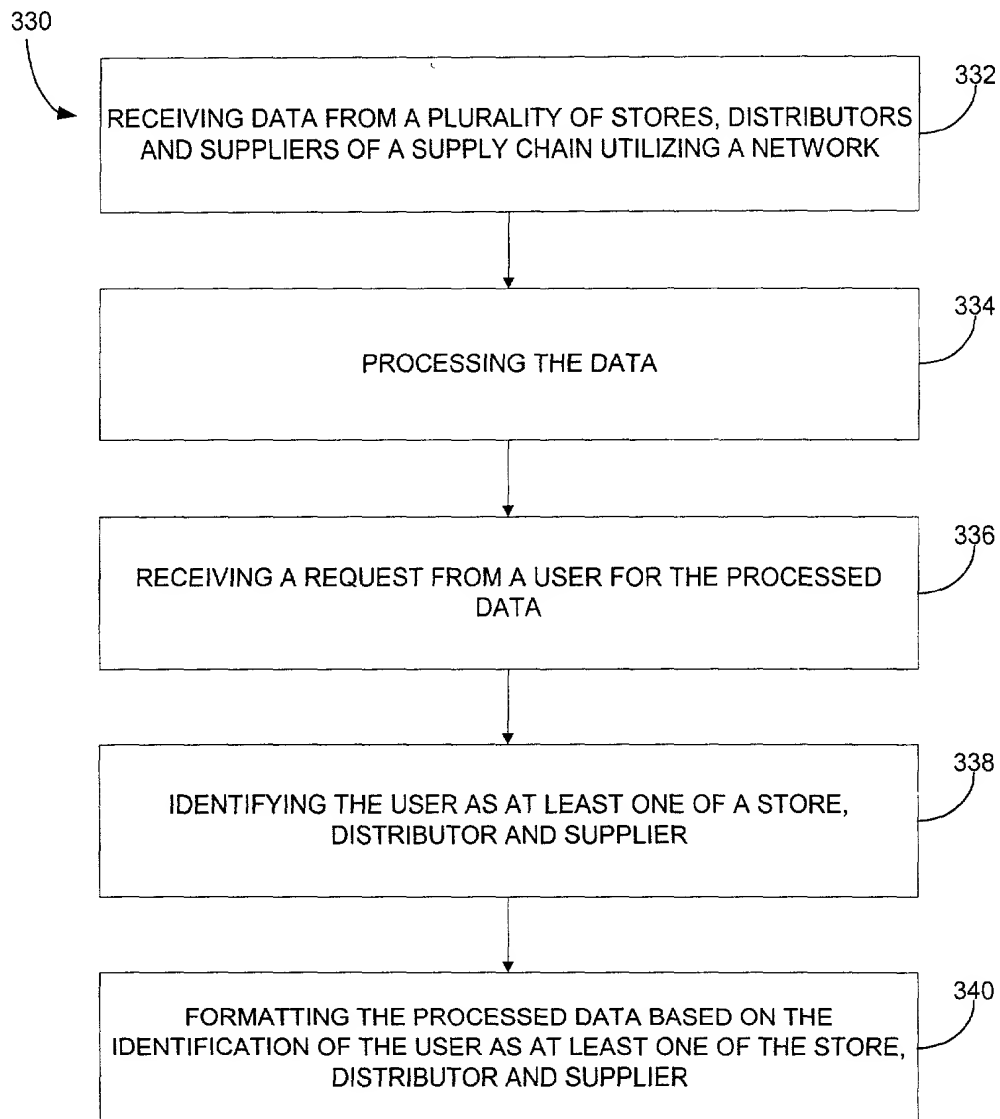


FIG. 3

FIG. 4

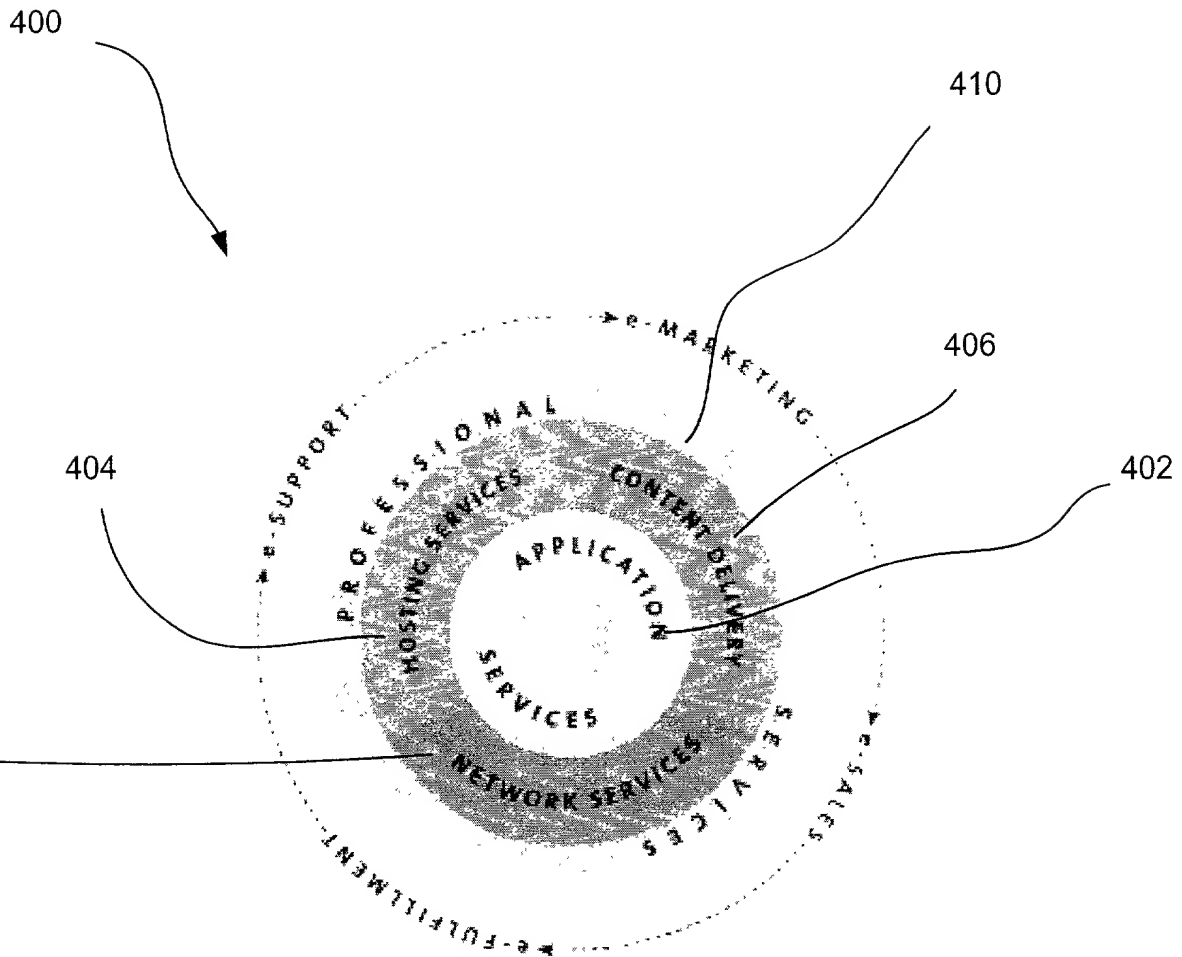


Fig. 4

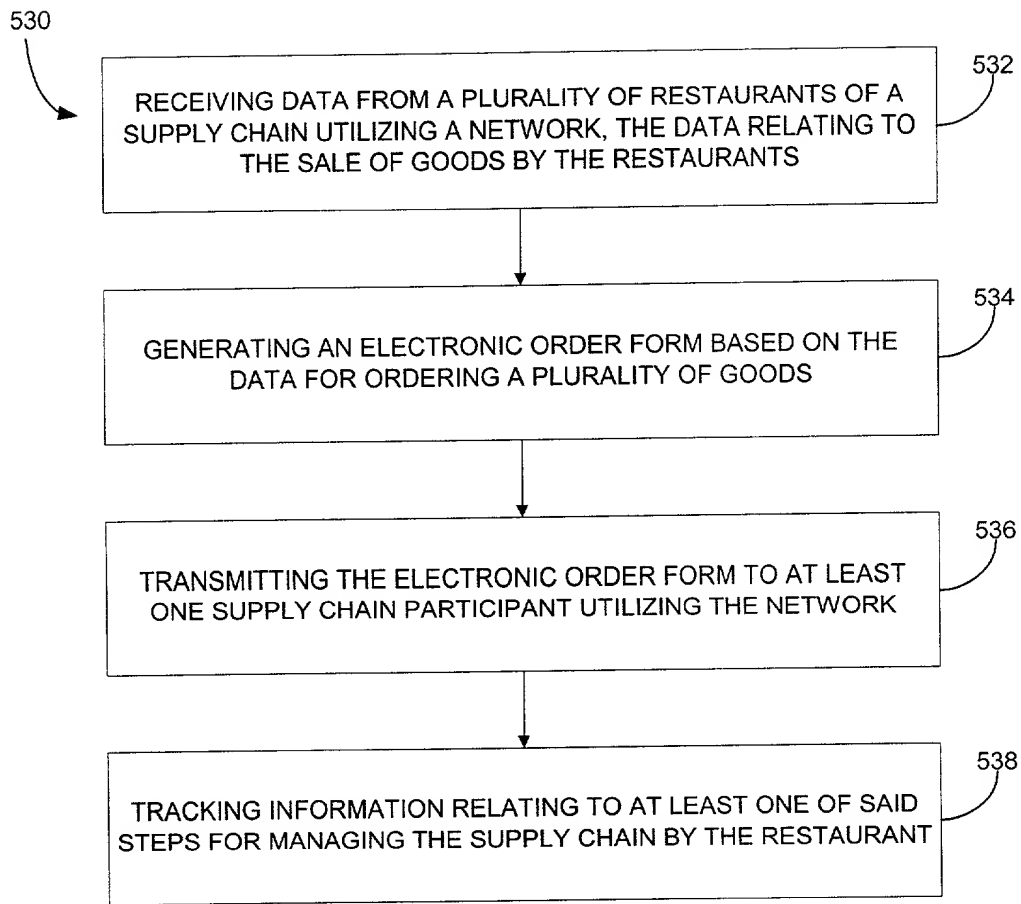


FIG. 5

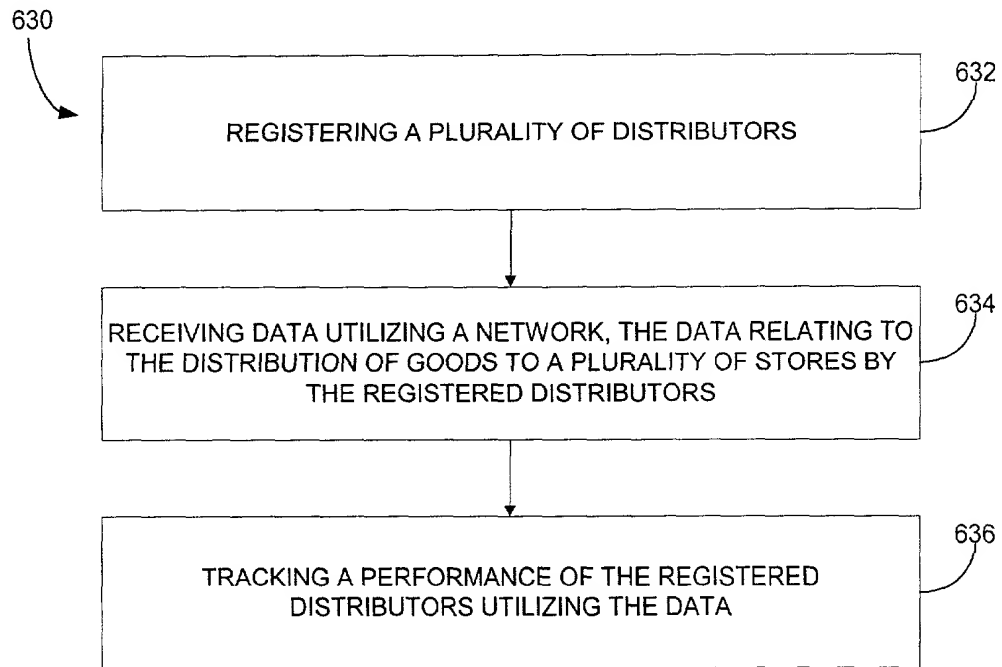


FIG. 6

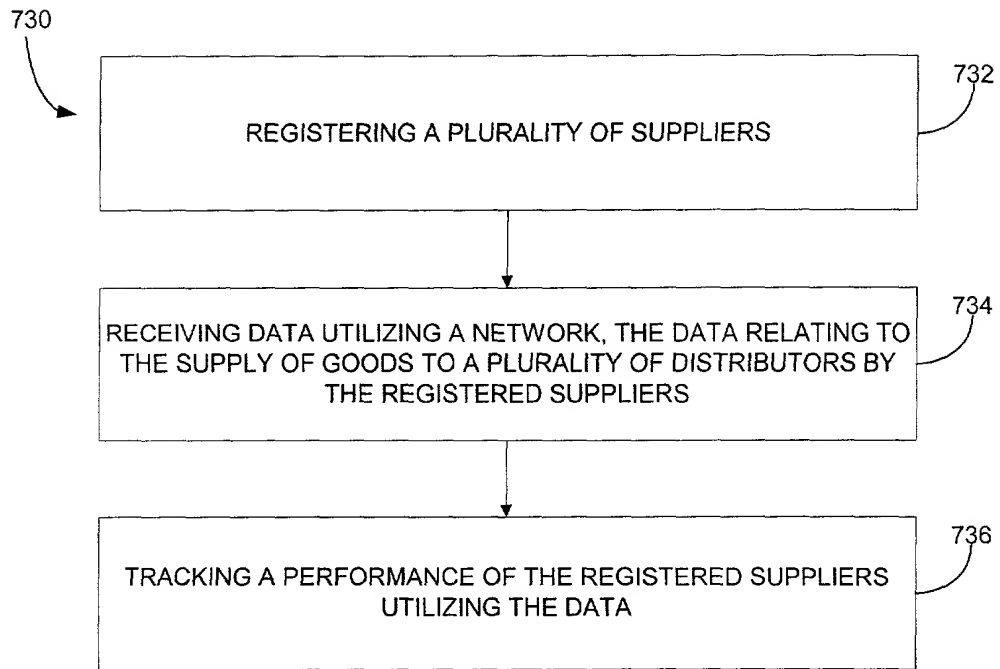


FIG. 7

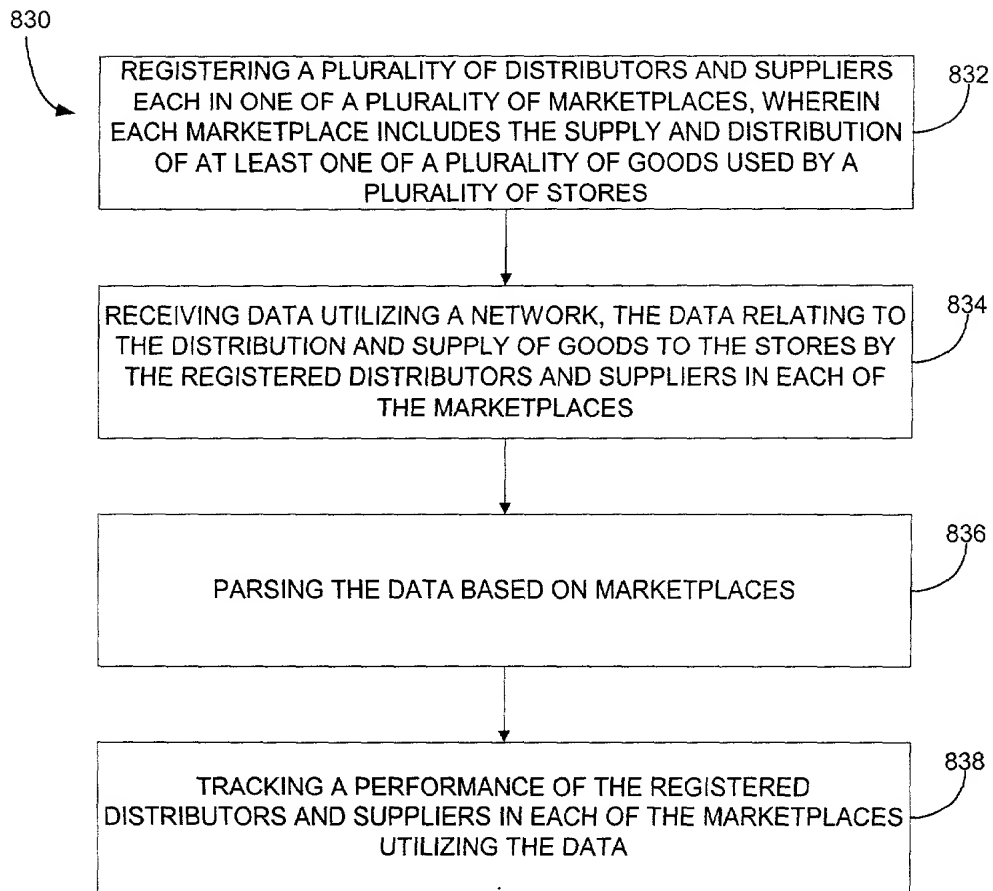


FIG. 8

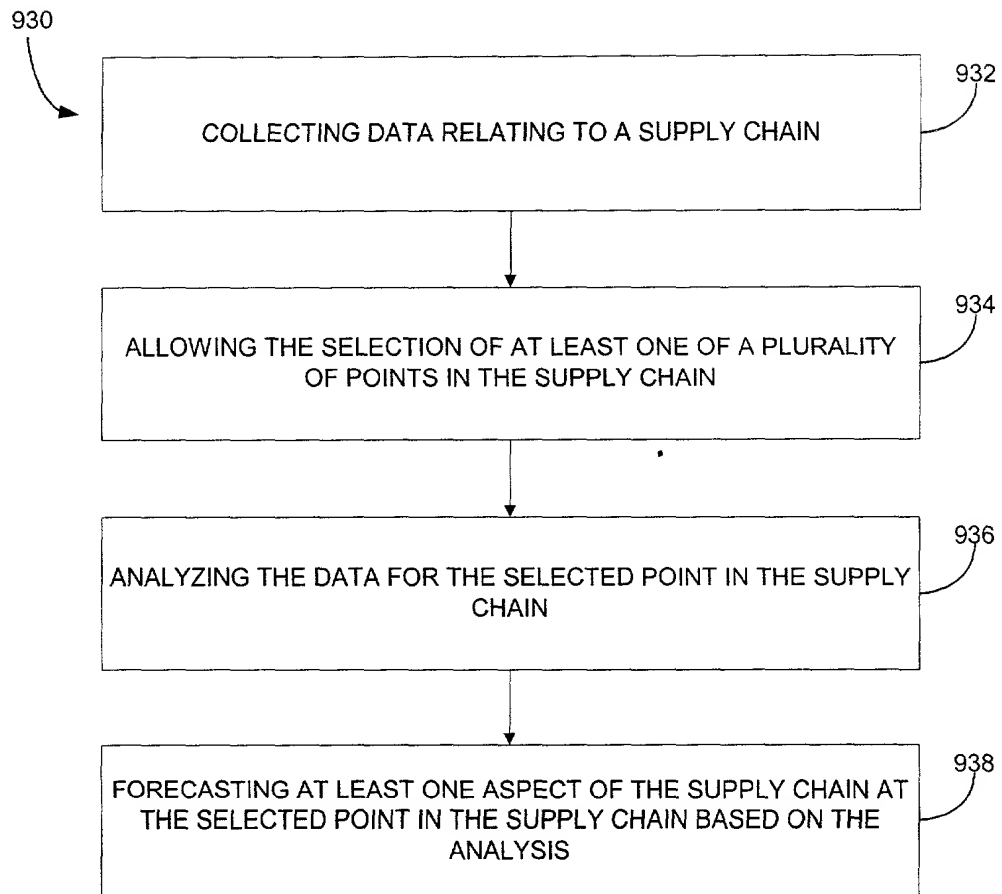


FIG. 9

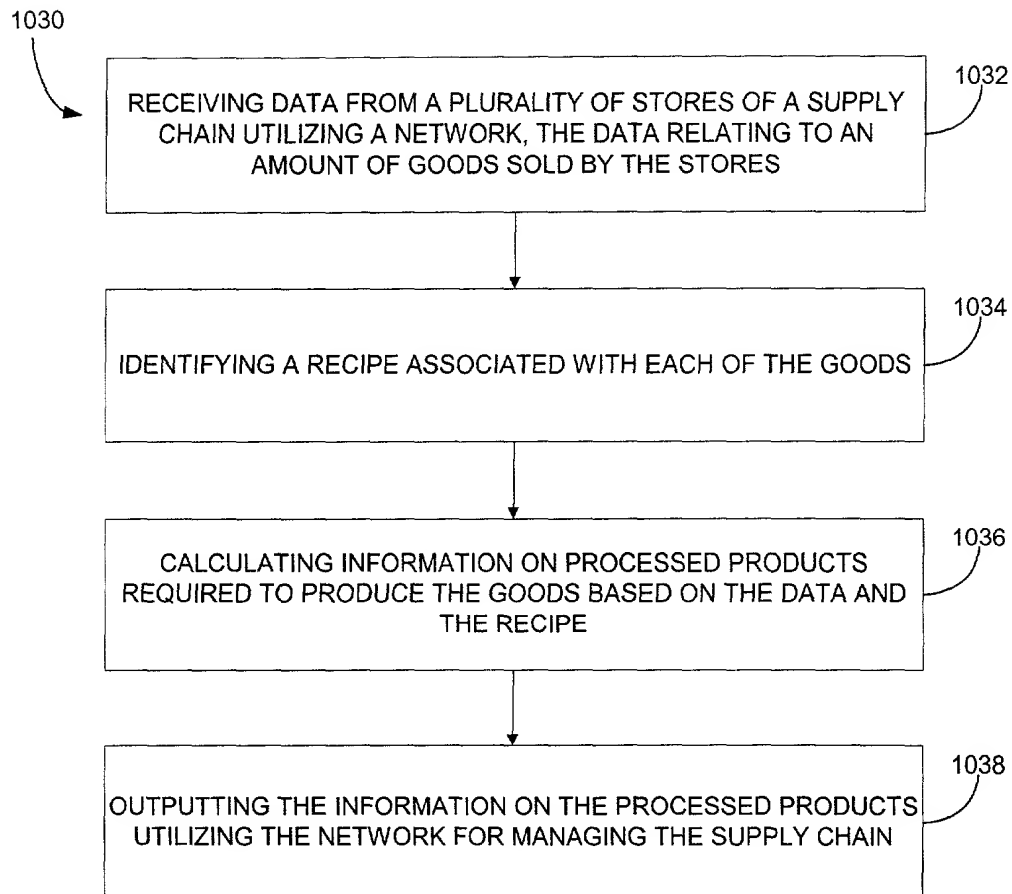


FIG. 10

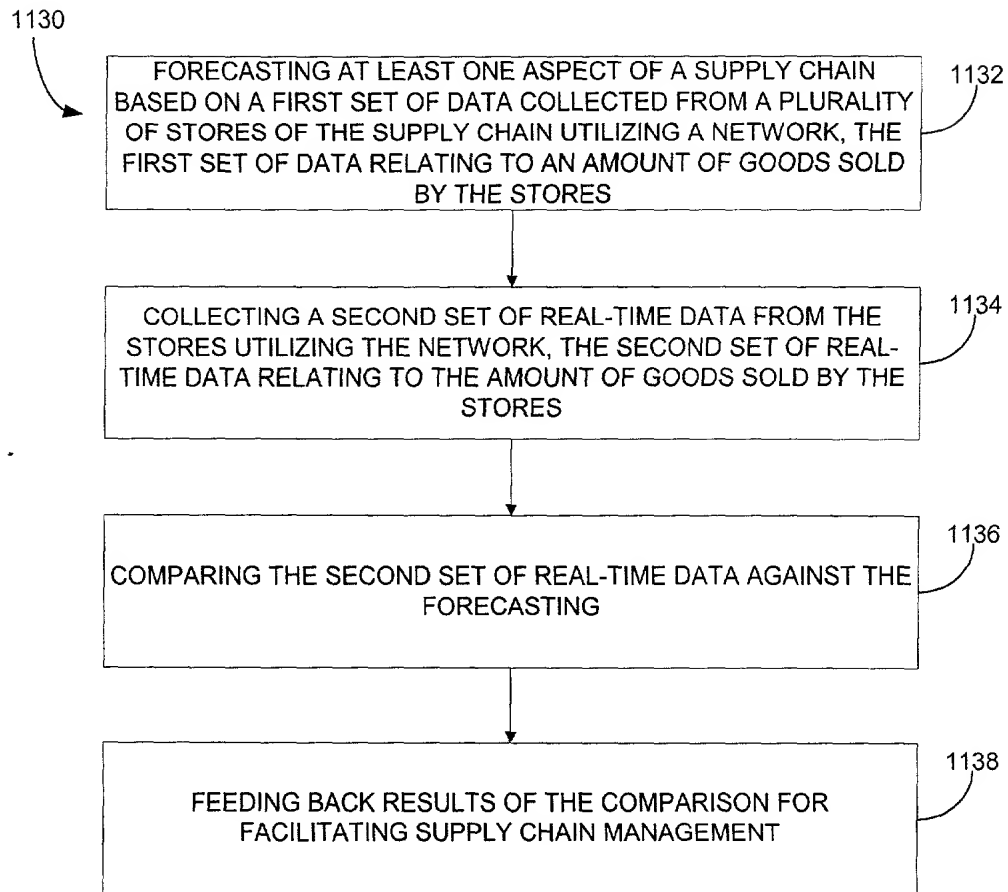


FIG. 11

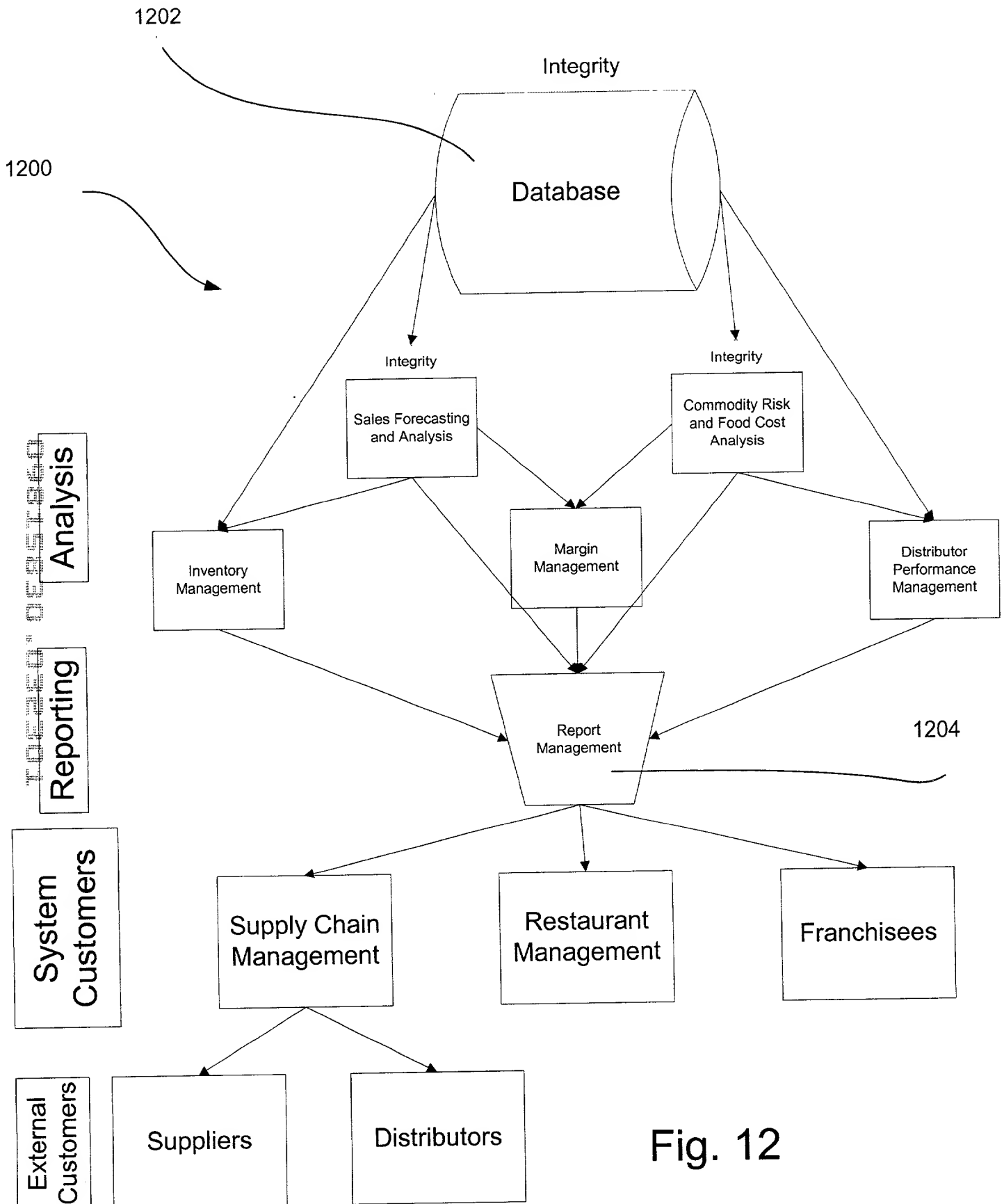


Fig. 12

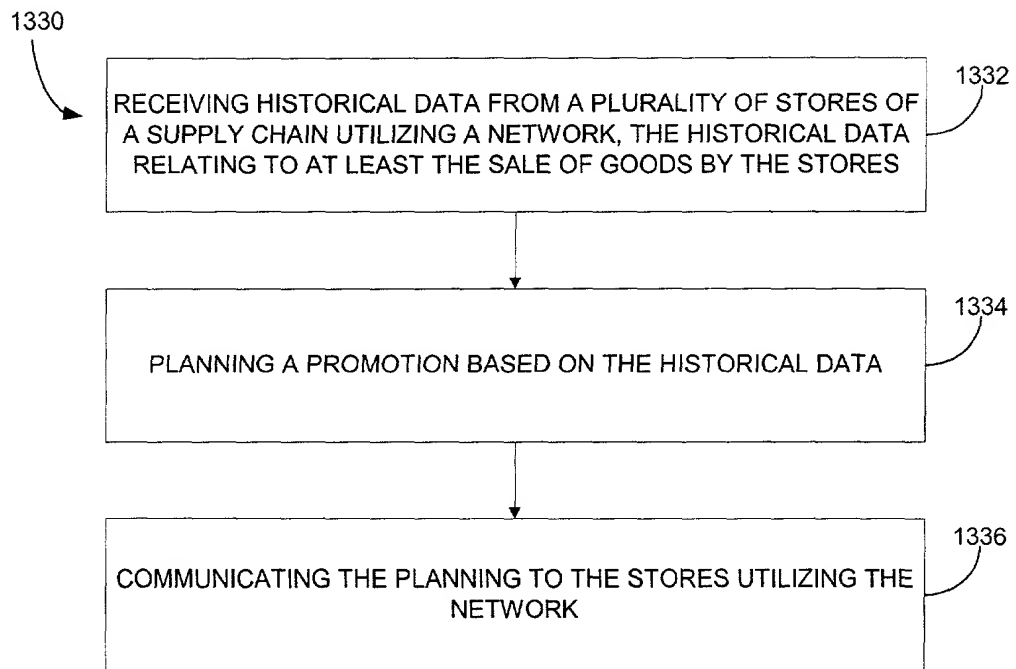


FIG. 13

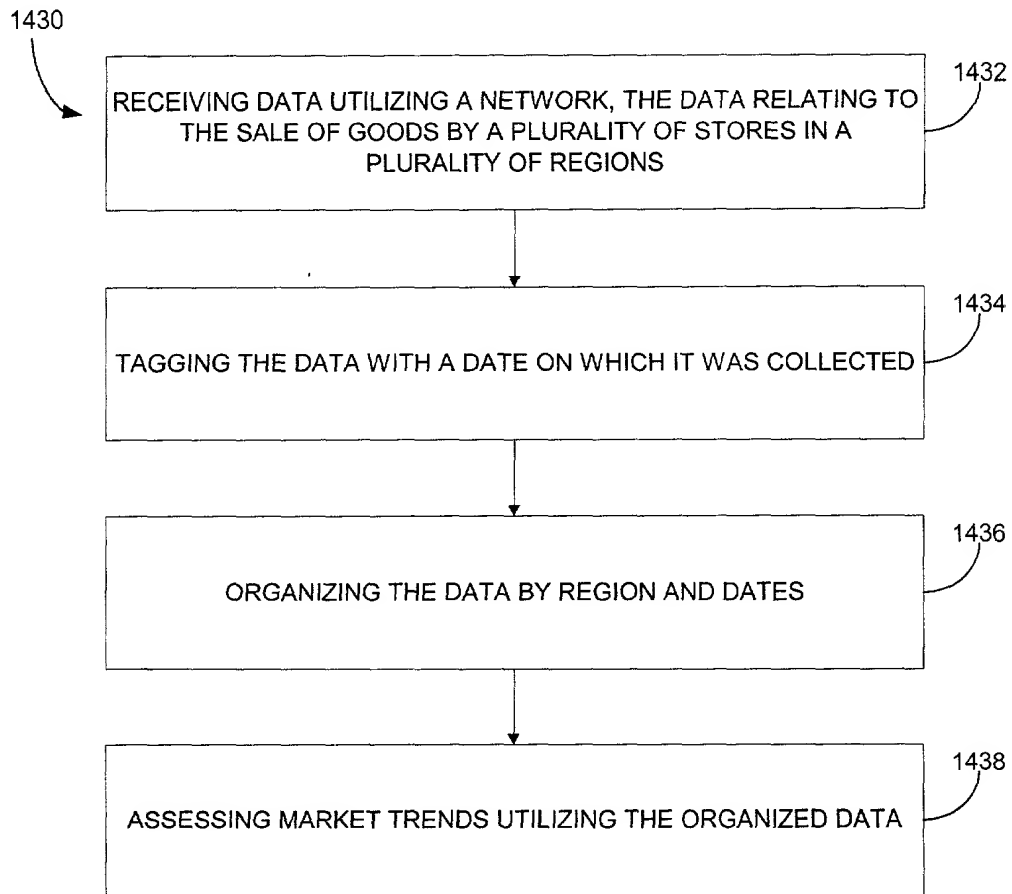


FIG. 14

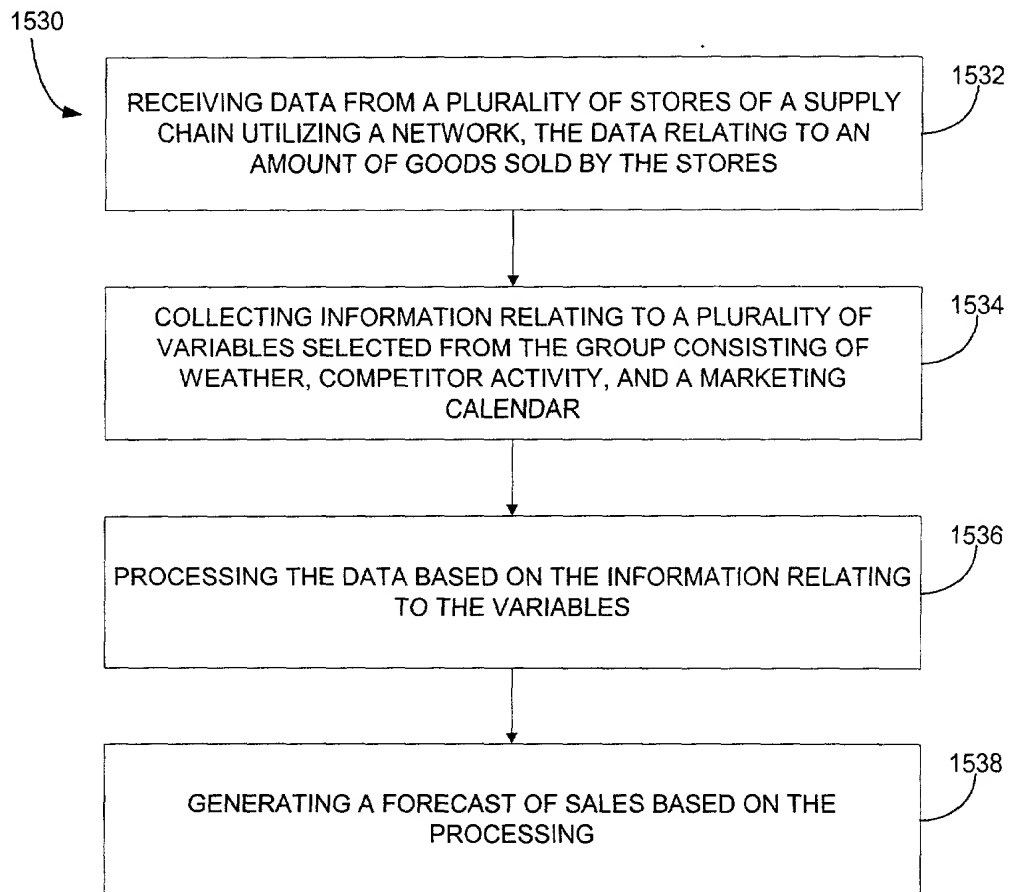


FIG. 15

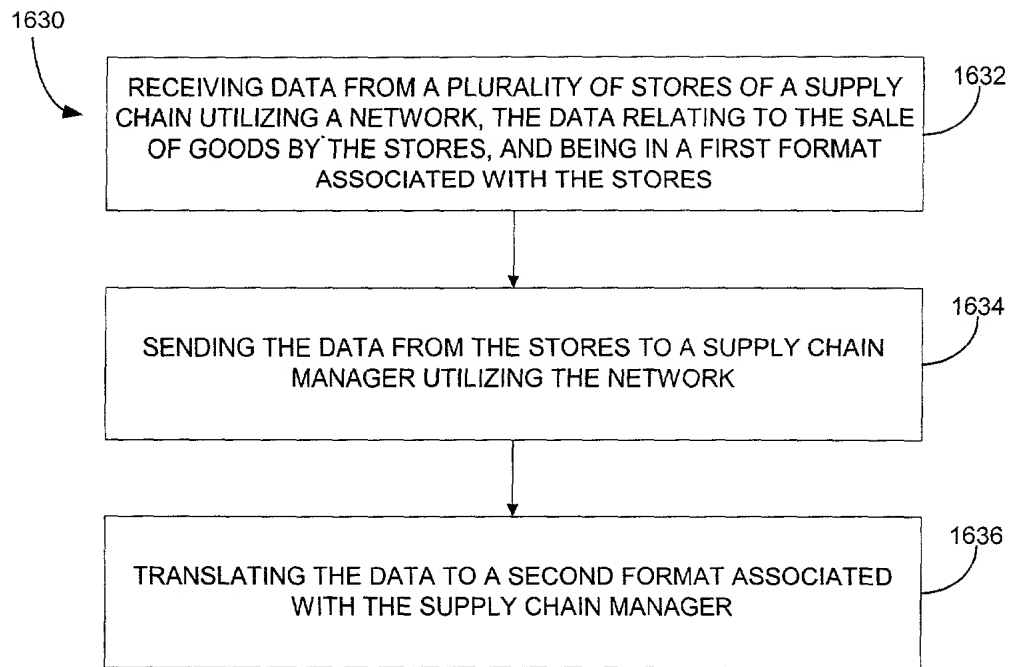


FIG. 16

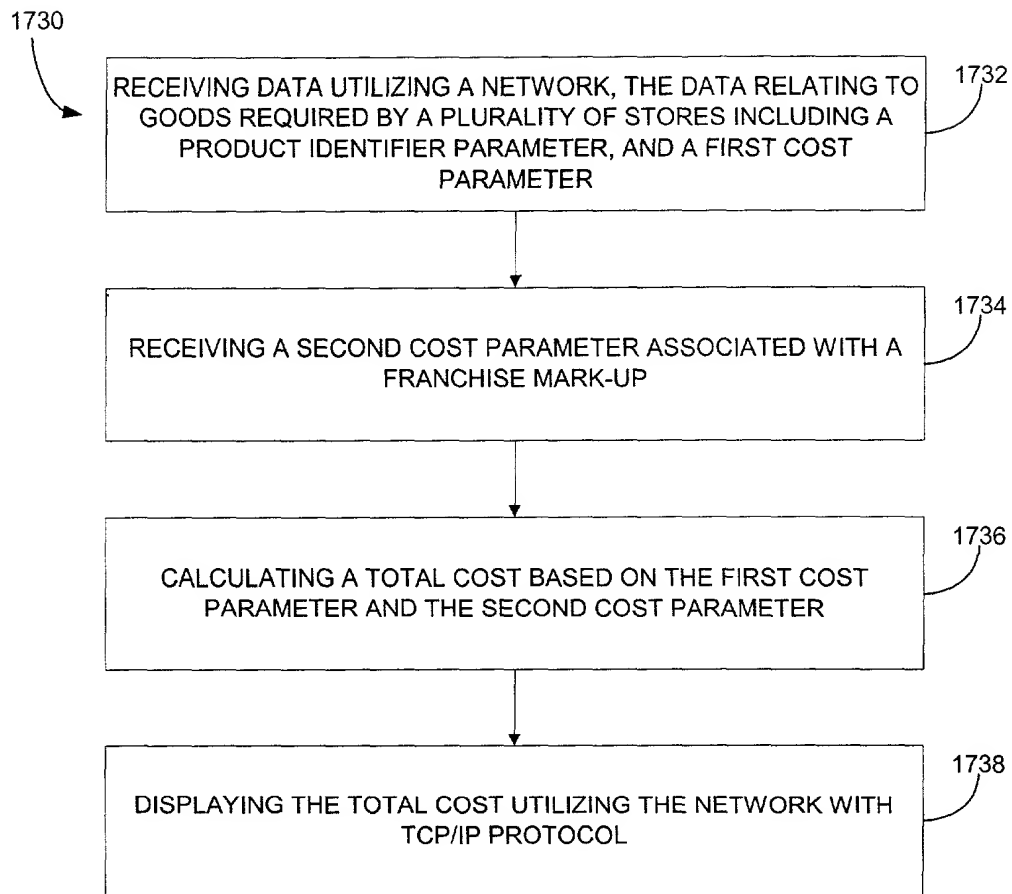


FIG. 17

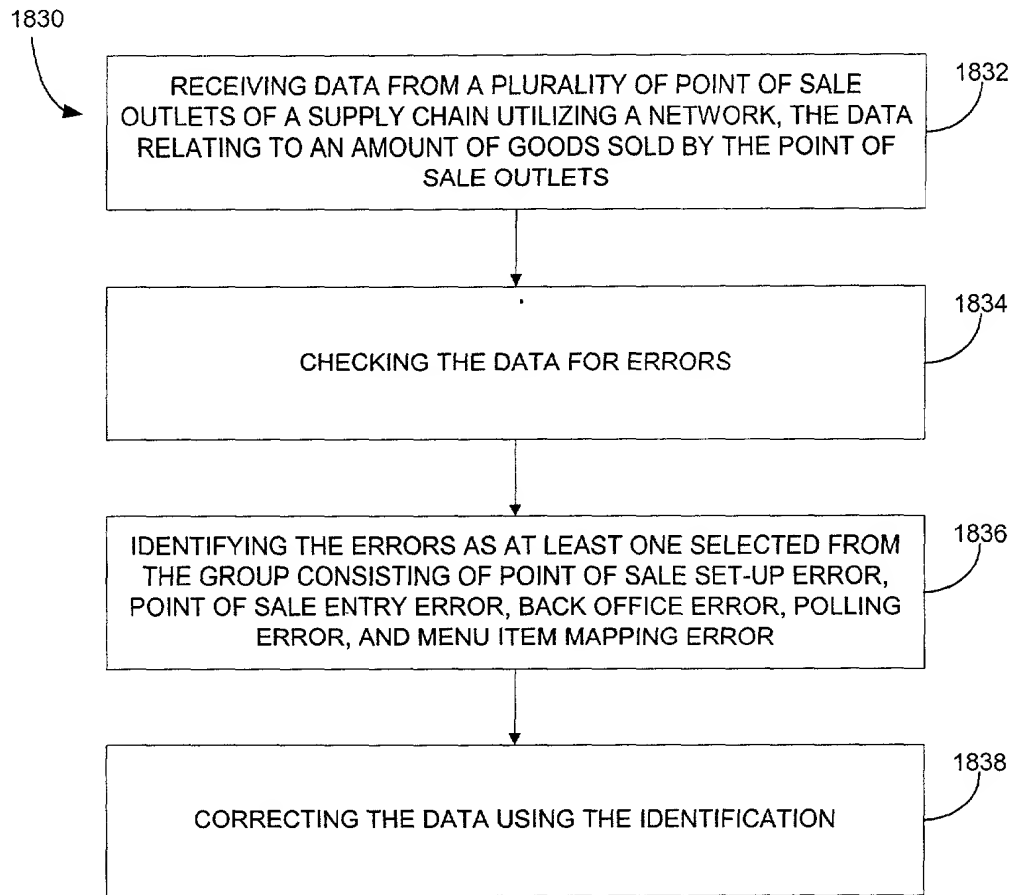


FIG. 18

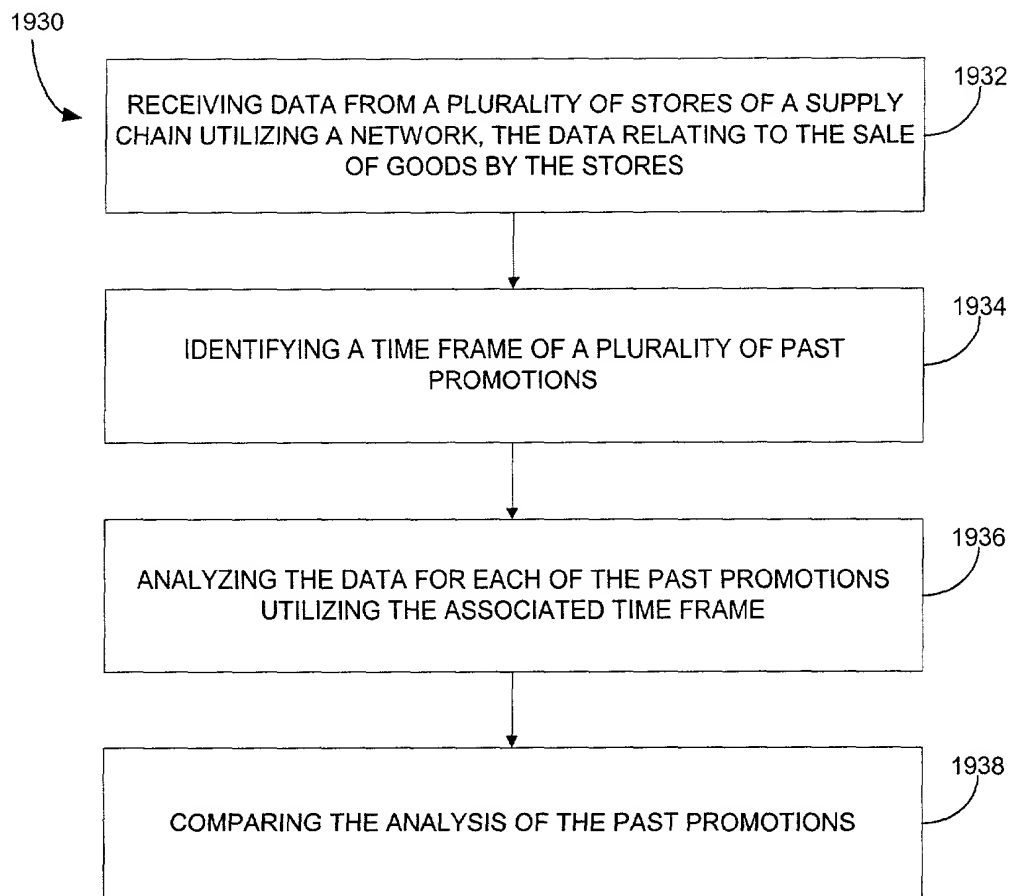


FIG. 19

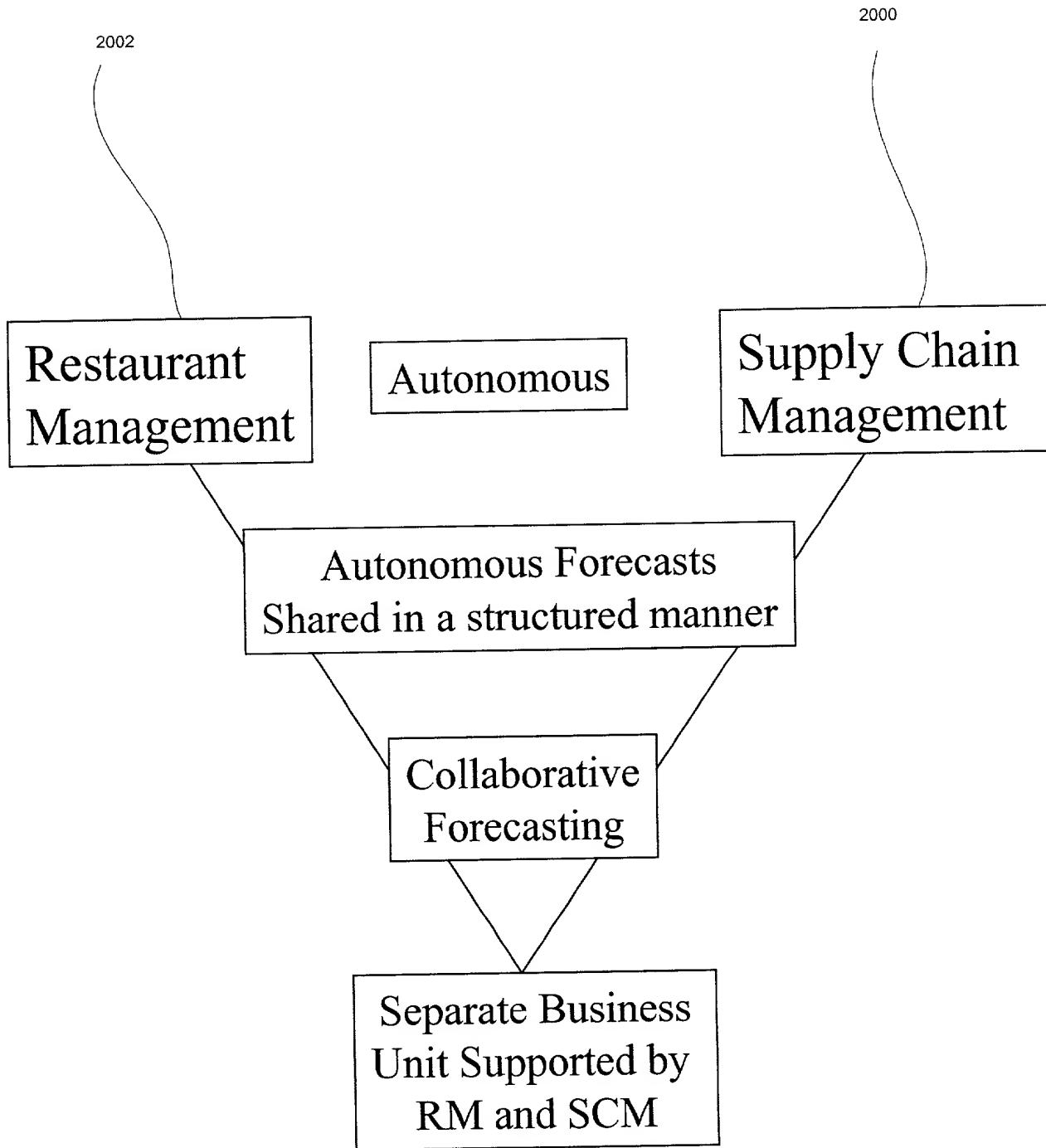


Fig. 20

2102 2104

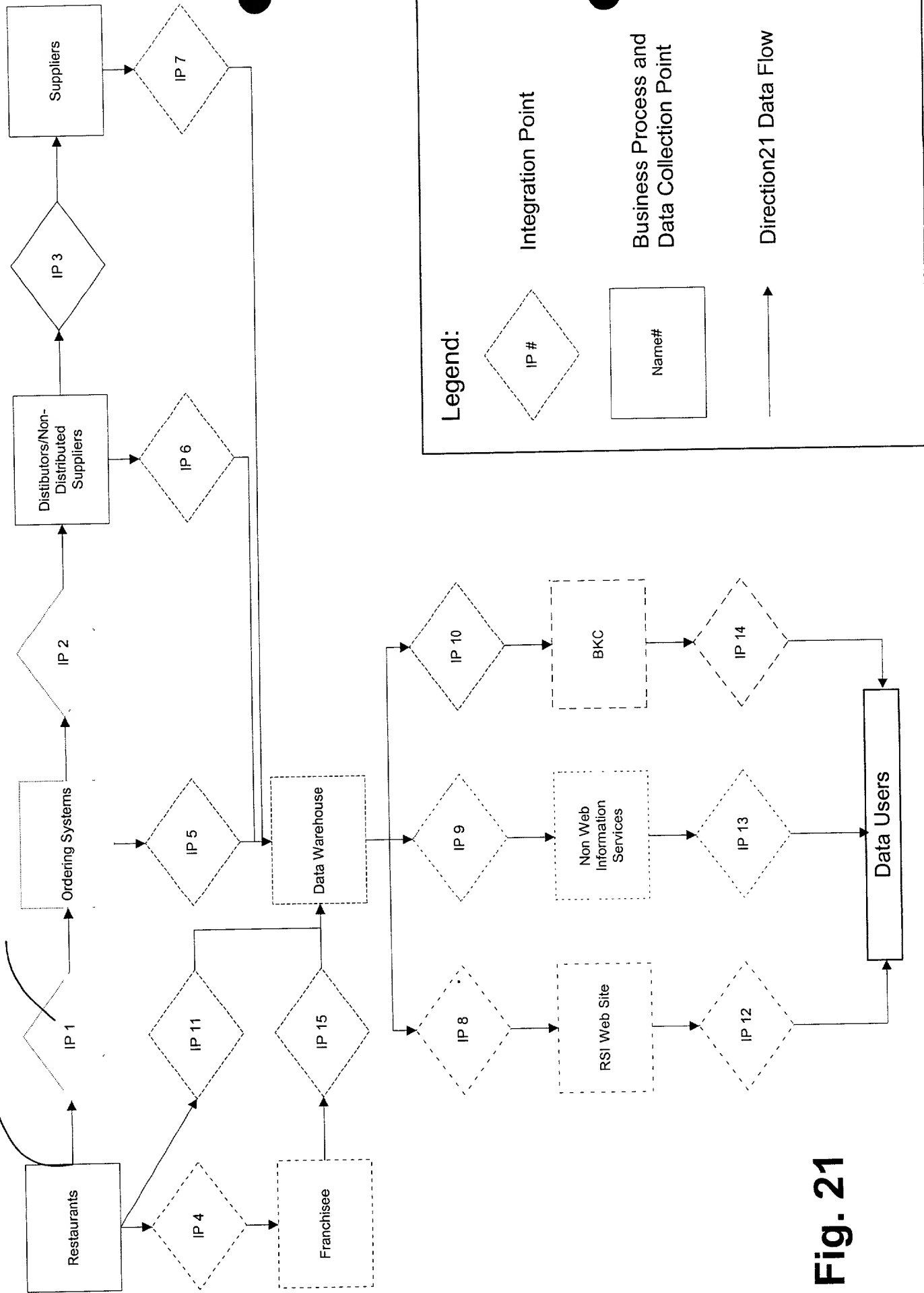
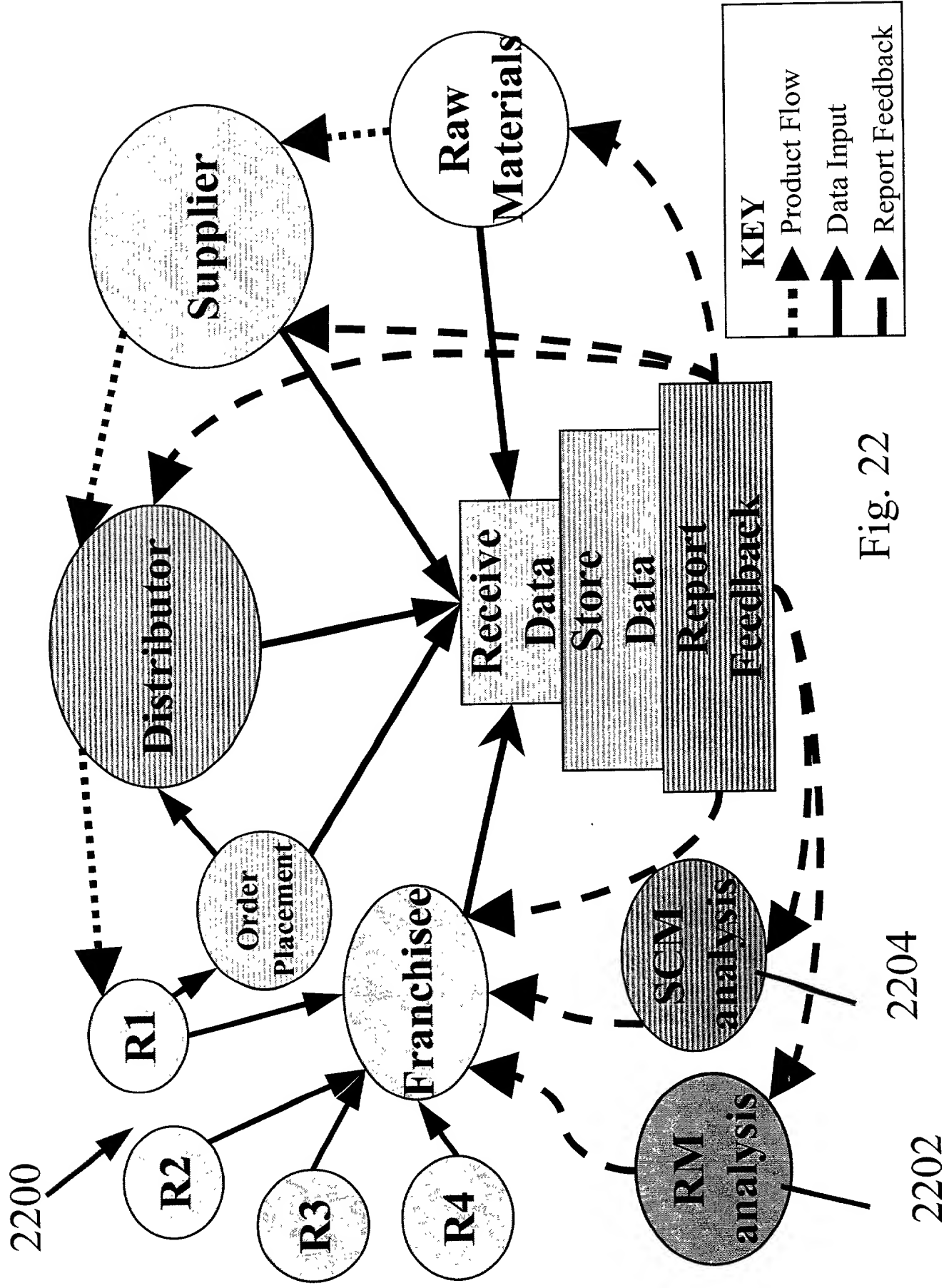


Fig. 21



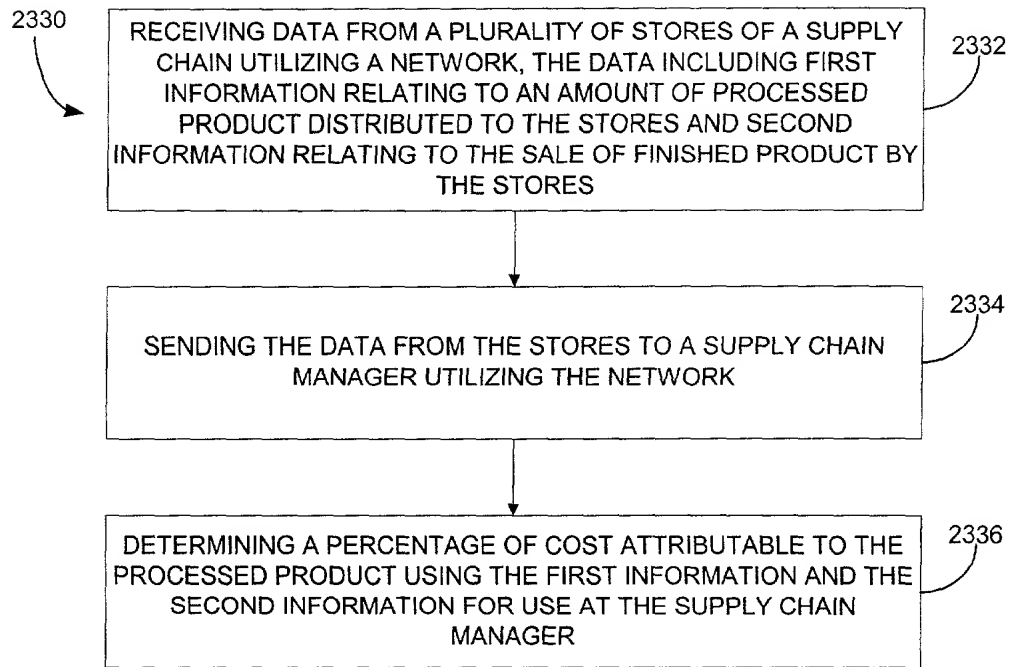


FIG. 23

FIG. 24

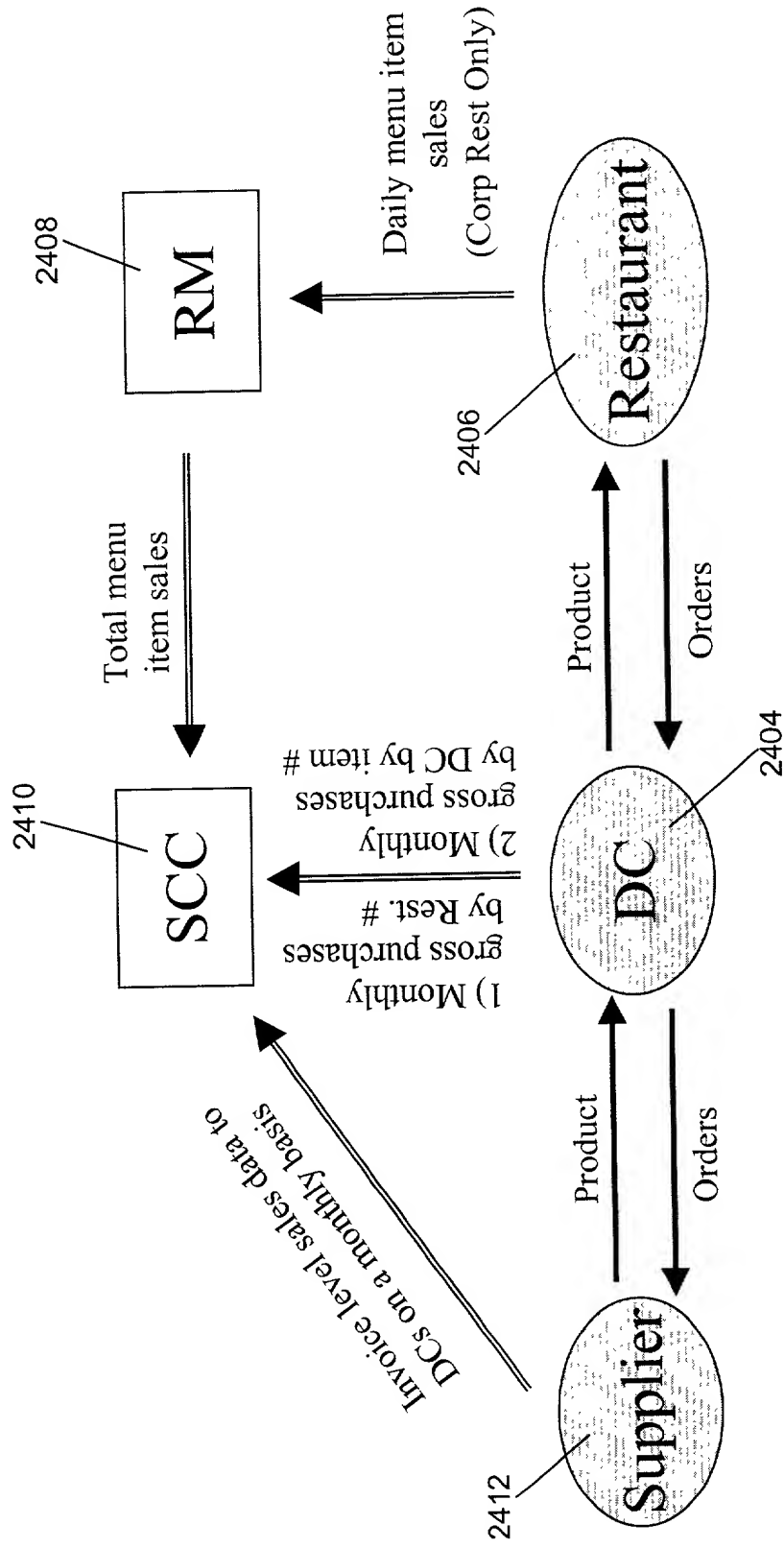


FIG. 25

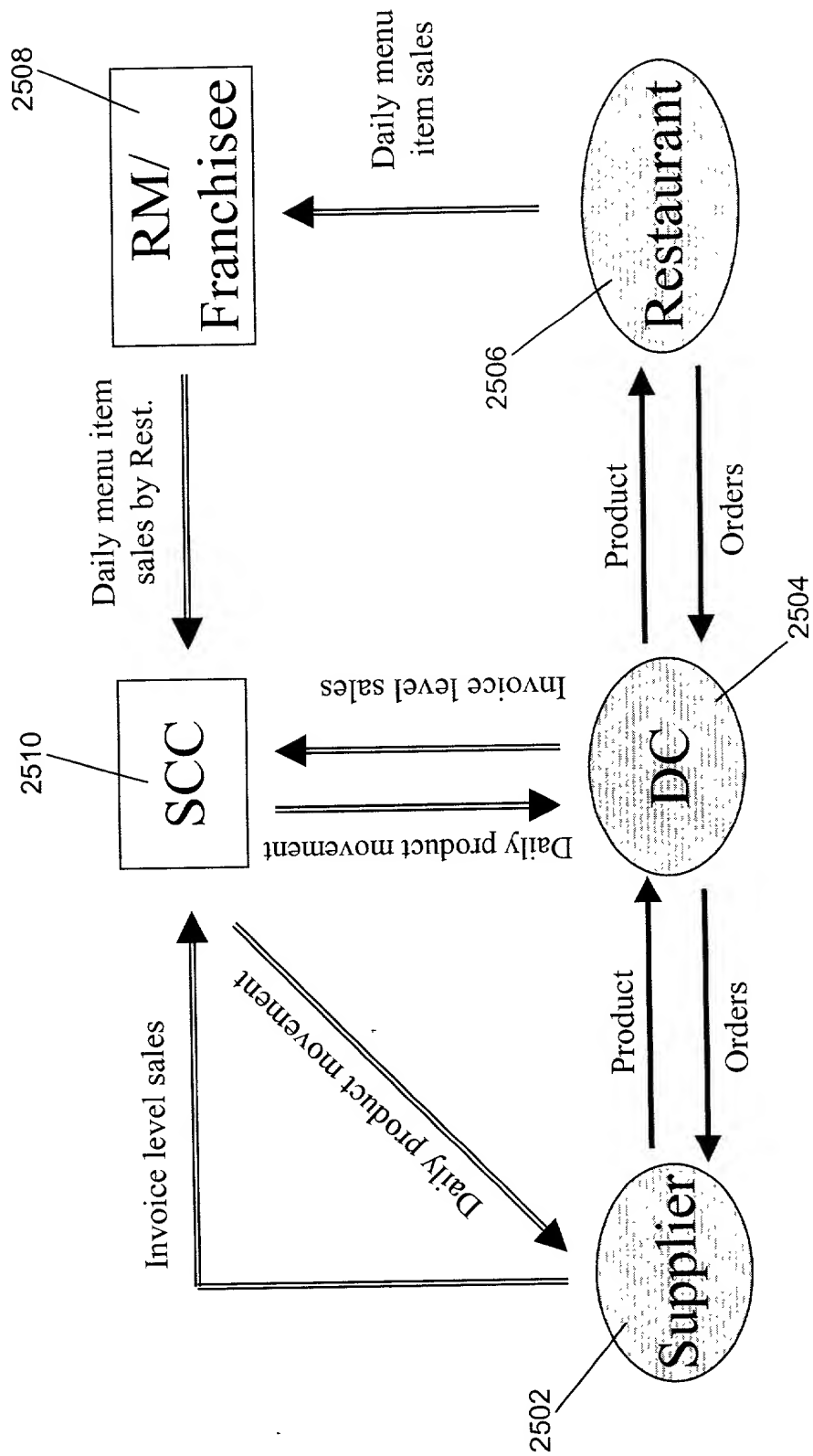


FIG. 26

2600

2602

2604

FIG. 20

Sales Forecast Worksheet - System

Week	History								Forecast							
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Ntn'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWWM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc....																

2600

2602

2604

FIG. 27

2700

Promotional Monitor - System & Regional

		History				Week #1						
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200
Menu Item Sales for Key Products(units/restaurant/week)												
Category	Segment	215	211	228	269	32	34	37	37	40	60	46
Whopper	WHOPPERS	146	142	148	162	18	20	21	21	23	35	26
	WHOPPERS W/CHEESE	699	679	714	813	94	103	111	111	120	180	137
	YWWM WHOPPERS	1,060	1,032	1,090	1,244	144	157	170	170	183	275	209
Whopper Total												
Variance from Expected (Highlighted Areas are Outside of Expected Range)		11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%
Whopper	WHOPPERS	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%
	WHOPPERS W/CHEESE	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%
	YWWM WHOPPERS	10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%
Whopper Total												

2702

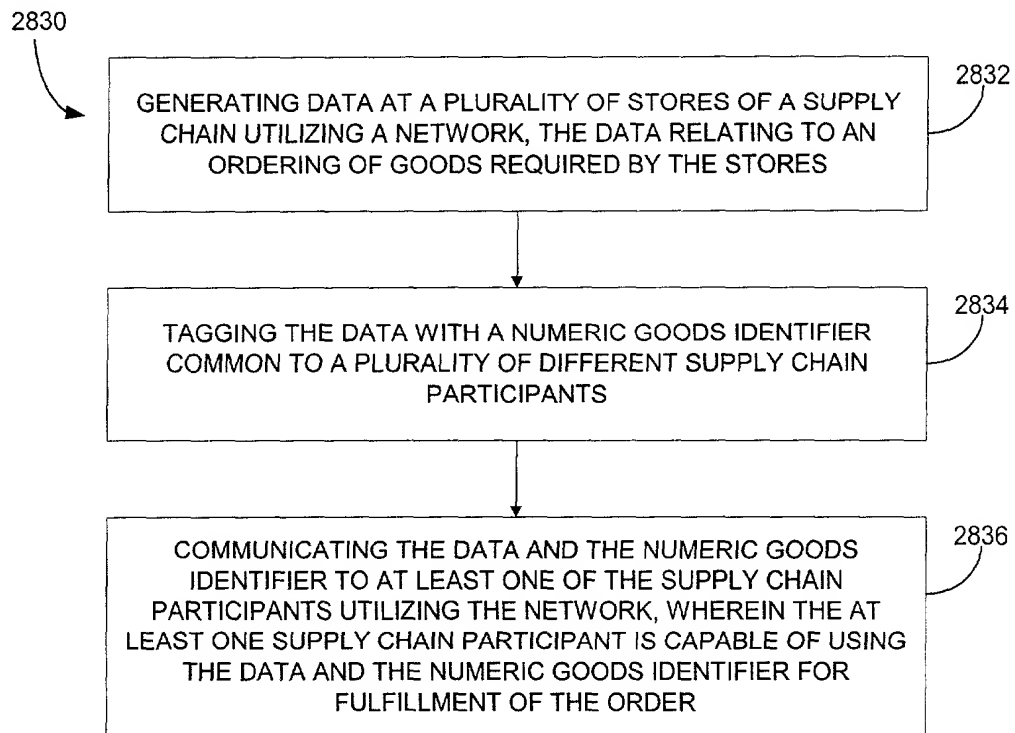


FIG. 28

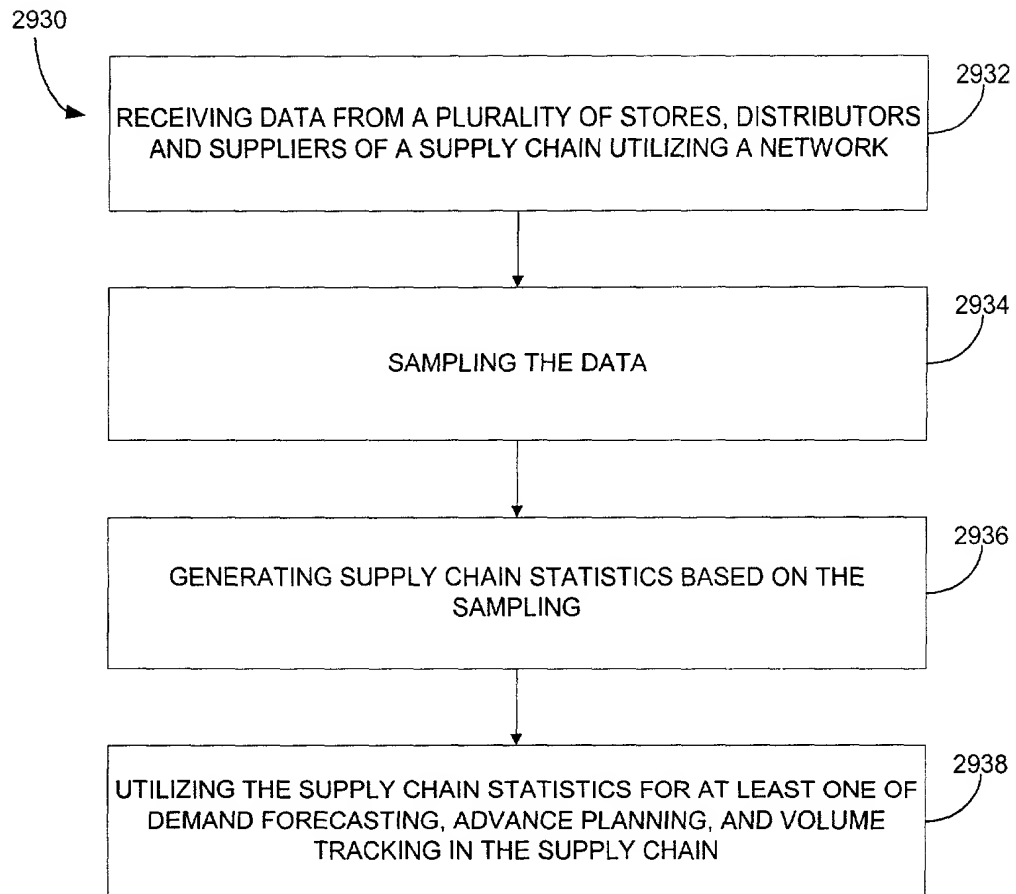


FIG. 29

3000

Distribution Center:	Alliant Topeka
----------------------	----------------

Time Period (Month/Yr):	Jun-00
-------------------------	--------

Delivery Order Fill Rate

Total Cases Ordered:	65712
----------------------	-------

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate:	97.52%
---------------------------	--------

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

3100

Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report

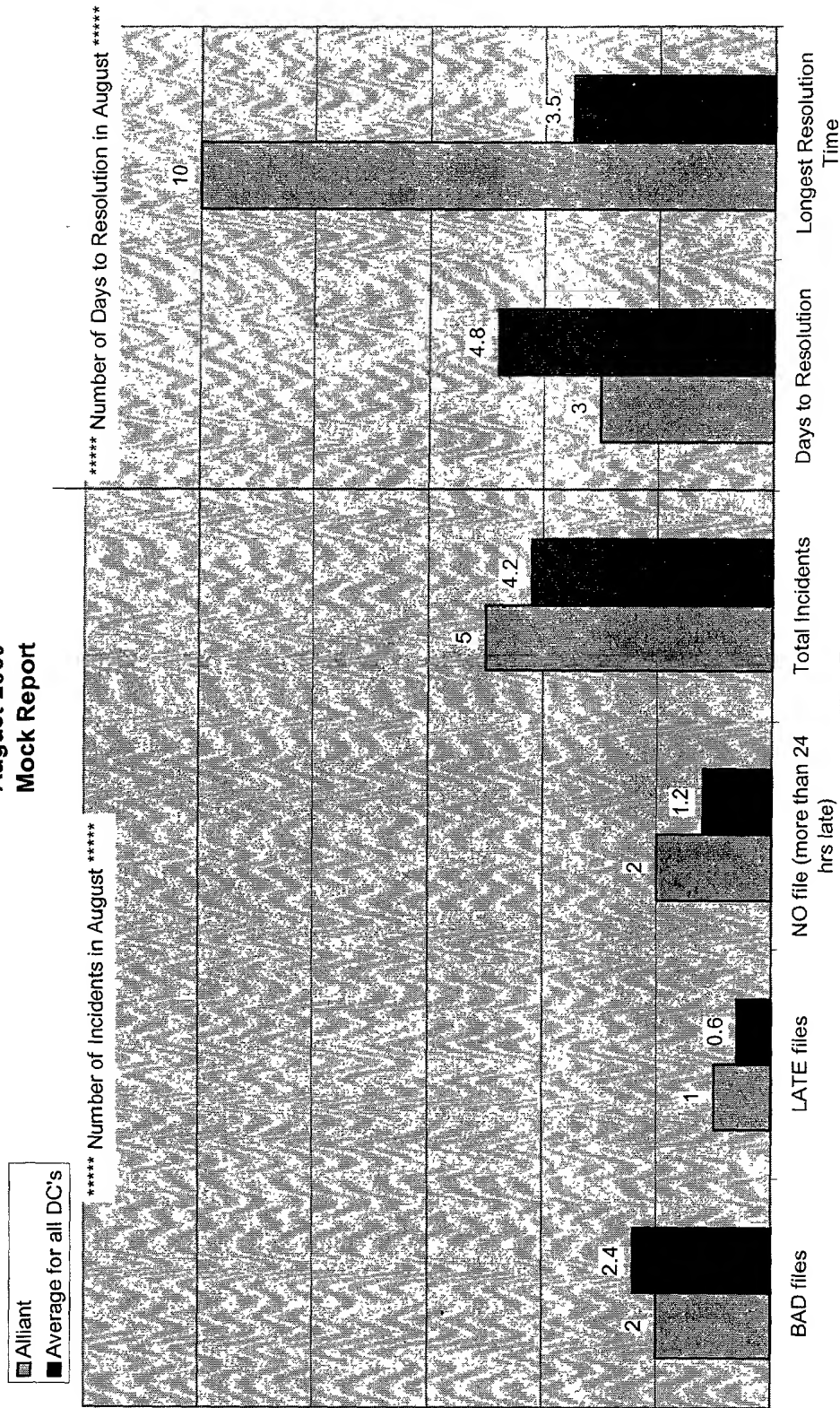


FIG. 31



Service Level Reporting August

3200

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%	90.06%	
Alliant-Topata			
Alliant-Wixom	99.05%	98.71%	
King-Atlanta	99.34%	92.91%	78.70%
King-Jacksonville	99.55%	98.56%	80.90%
King-Louisville	99.73%	94.53%	86.98%
Maines 29, Conklin	99.41%		79.25%
Maines 30, Cleveland			
Maines Long Island	99.41%		
Maines New England	99.63%		79.83%
MBM Fullerton	99.13%	94.15%	#DIV/0!
MBM Lewisville	99.51%	92.88%	#DIV/0!
MBM Orlando	99.78%	93.60%	#DIV/0!
MBM Rocky Mount	99.13%	92.46%	#DIV/0!
McCabe's	99.80%	99.72%	86.84%
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.60%	96.04%	85.37%
PFD Supply	99.16%	90.79%	80.12%
PFG Victoria	99.42%	#DIV/0!	
PYA/Moharh	99.20%	97.78%	
Reinhart-Cedar Rapids	99.05%	98.65%	
Reinhart-Oak Creek	99.31%	93.69%	
Reinhart-Rogers	99.50%	95.49%	
Restaurants NW	99.03%	99.07%	80.47%
Shamrock Commerce City	99.54%	94.88%	85.13%
Shamrock Phoenix	98.81%	99.88%	
Sigma Harrisburg	99.69%		82.88%
Sigma Stockton	99.69%		
Sysco	99.68%	100.00%	82.47%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BK Min

FIG. 32

FIG. 33

3300

Vendor:

XYZ Company

Time Period:

Aug-00

3300

Delivery Statistics:

DC Requested Lead-Time
DC Adherence to Lead-Time
Days Delivery Late
On-Time Delivery Percentage
Hours Delivery Late

4
95%
1.7
95%
0.93

Invoice, Payment and Pricing:

Days for Payment
Monthly FOB Variance
Monthly Freight Variance
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

Invoice Accuracy:

Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

97.25%
99.00%
92.34%

Inventory Management:

Average Days On Hand

SKU #1
SKU #2

19
22

Max Days On Hand

SKU #1
SKU #2

40
32

Monthly Carrying Cost

SKU #1
SKU #2

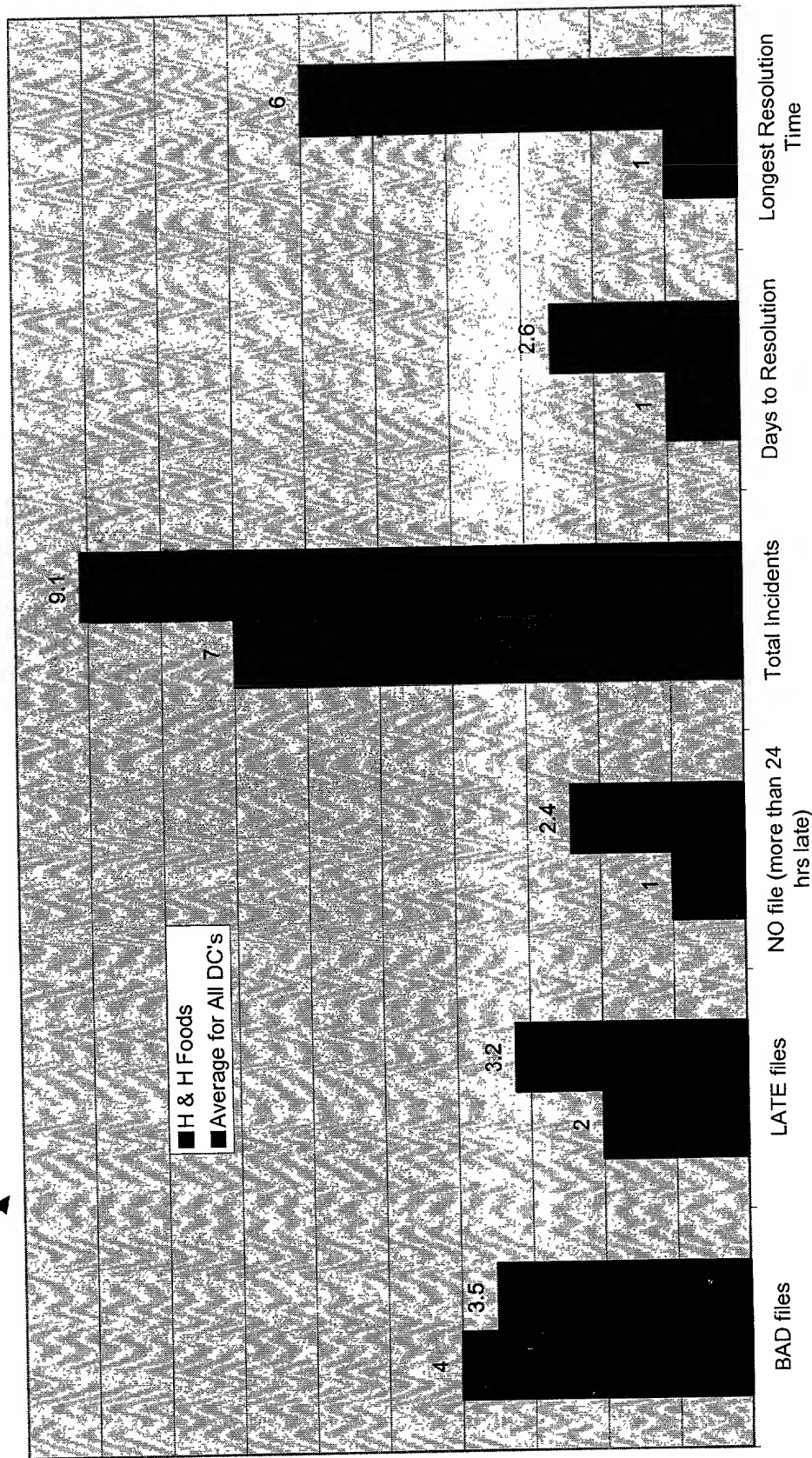
\$ 42,513
\$ 12,589
1.25%

Average as % FOB

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 →





3500

FIG. 35

Service Level Reporting
November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,904		2.33%
COMARK INSTRUMENTS, INC.	\$2,881		
WHITEFORD FOODS, INC.	\$0	97.3%	2.41%
LEPAGE BAKERY / COUNTRY KITCHEN	\$3,700		
NCR-SYSTEMEDIA	\$0	92.1%	2.16%
SIGNATURE MEATS GROUP	\$0		1.94%
SCHWEBEL'S BAKING CO.	\$0	95.1%	1.50%
MAUI CUP	\$0		
MIRA PLASTICS	\$0		1.25%
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.	\$0		1.48%
FORT JAMES OPERATING COMPANY	\$0	98.6%	1.90%
FRESH ADVANTAGE, KC	\$0		
SILVER KING - MN - CORP.	\$0		
TYSON FOODS	\$0		
READY ACCESS			2.44%
GEORGIA PACIFIC TISSUE		94.8%	2.51%
CLOUGHERTY PACKING	\$0	93.4%	
BEVERAGE - AIR	\$0		2.06%
COMPONENT HARDWARE GROUP, INC.	\$0		
COCA-COLA USA	\$1,909	93.5%	1.55%
TOASTMASTER	\$0	96.3%	2.20%
GRANT COUNTY FOODS	\$0		
FRESH EXPRESS	\$0		1.04%
TAYLOR FARMS	\$0		
MODULAR DISPENSING SYSTEM	\$0		
CENTURY PRODUCTS, LLC	\$3,423	93.3%	
ROSE PACKING COMPANY			2.98%

Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
\$5,000.00	92.00%	3.00%
RSI Min		

OK
Didn't meet RSI Min.

3600

Mock Report/1

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59							
Good/(Bad)			0.30						
Total Dollar Purchases (in Millions) /2									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.
/2 Based on FY 99 Sales Volumes

FIG. 36

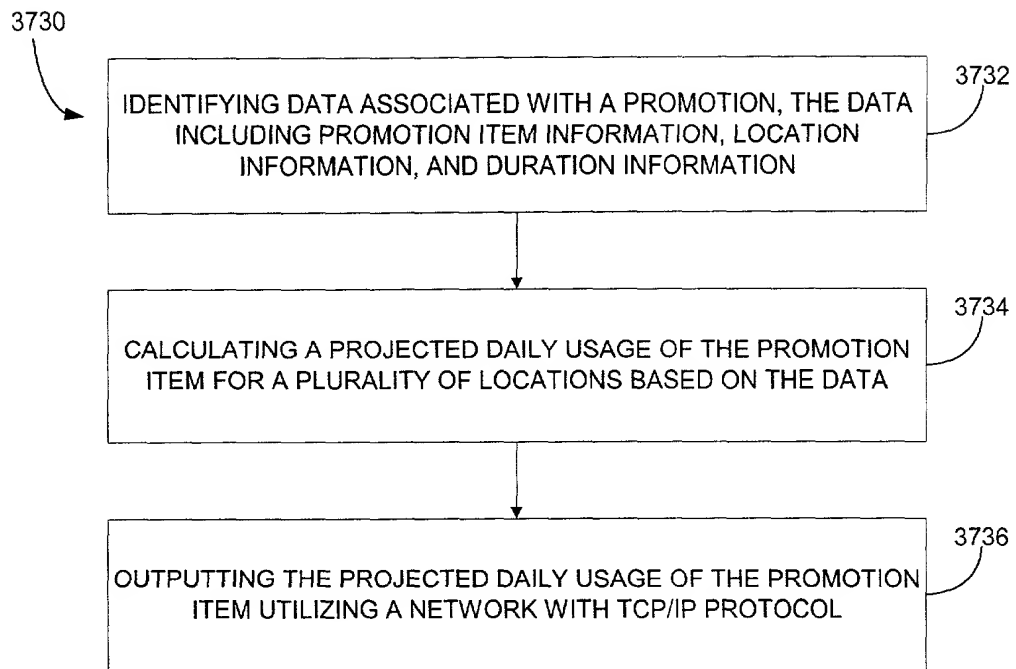


FIG. 37

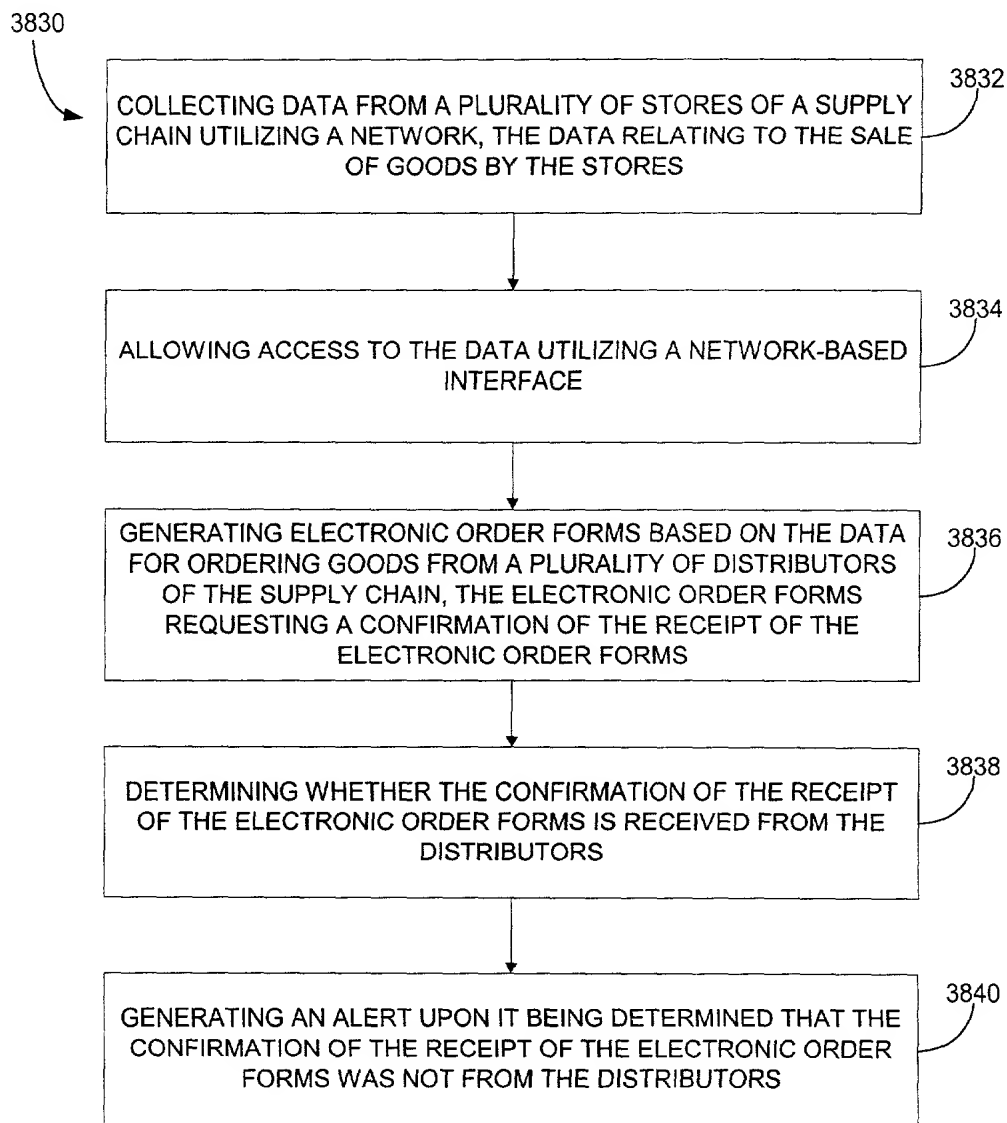


FIG. 38

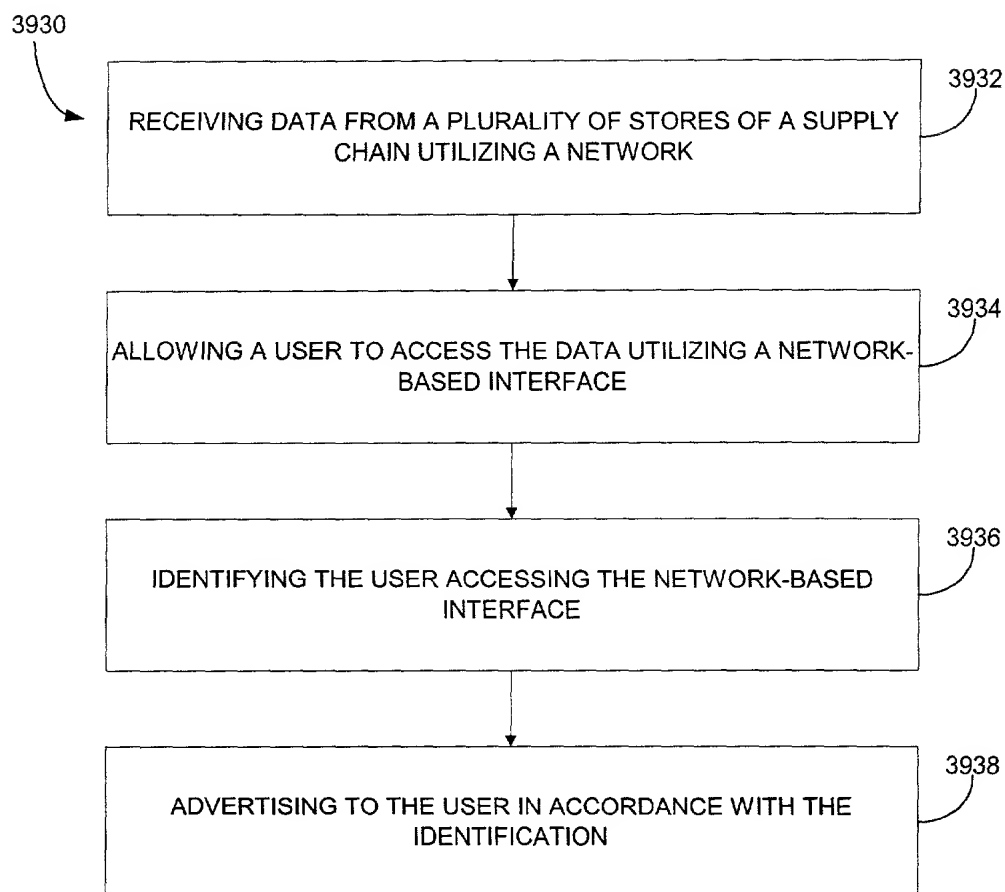


FIG. 39

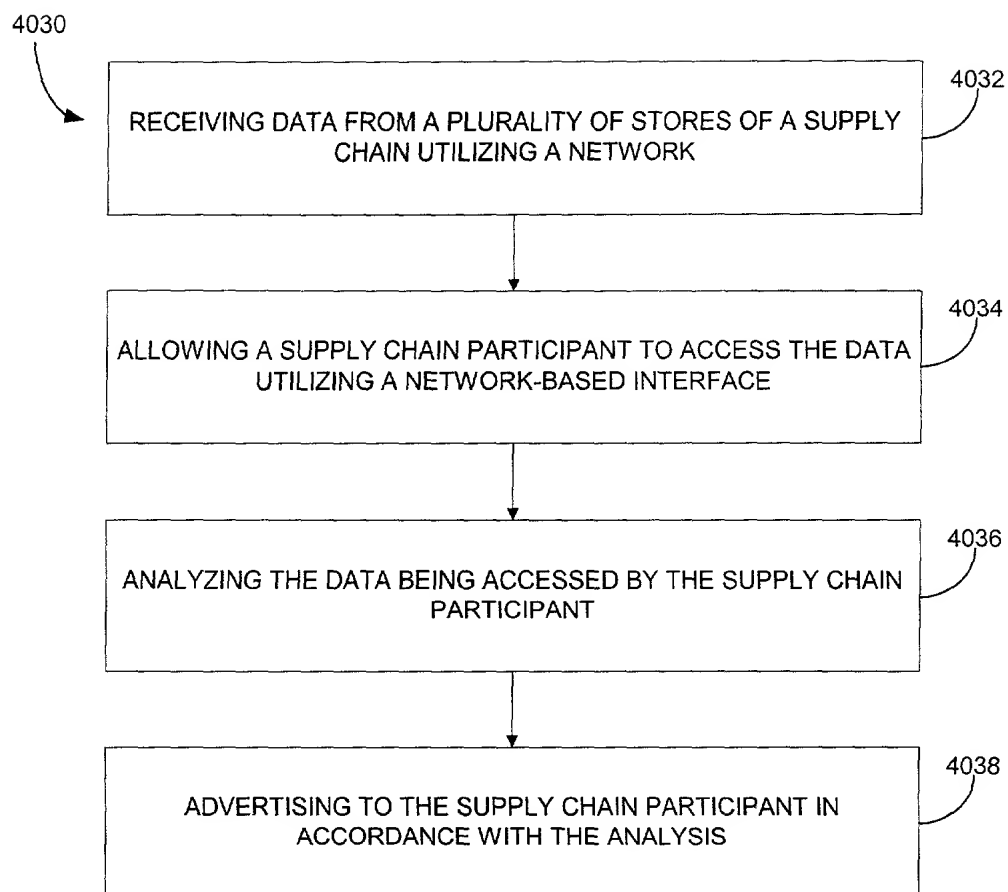


FIG. 40

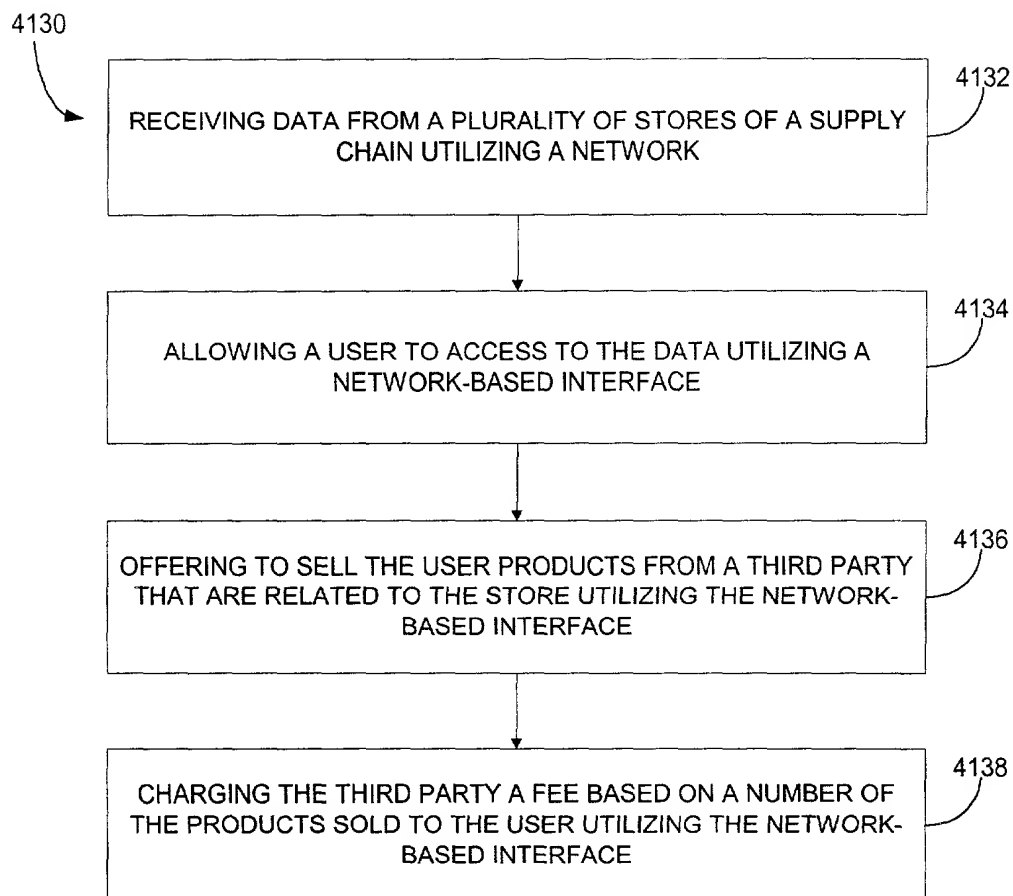


FIG. 41

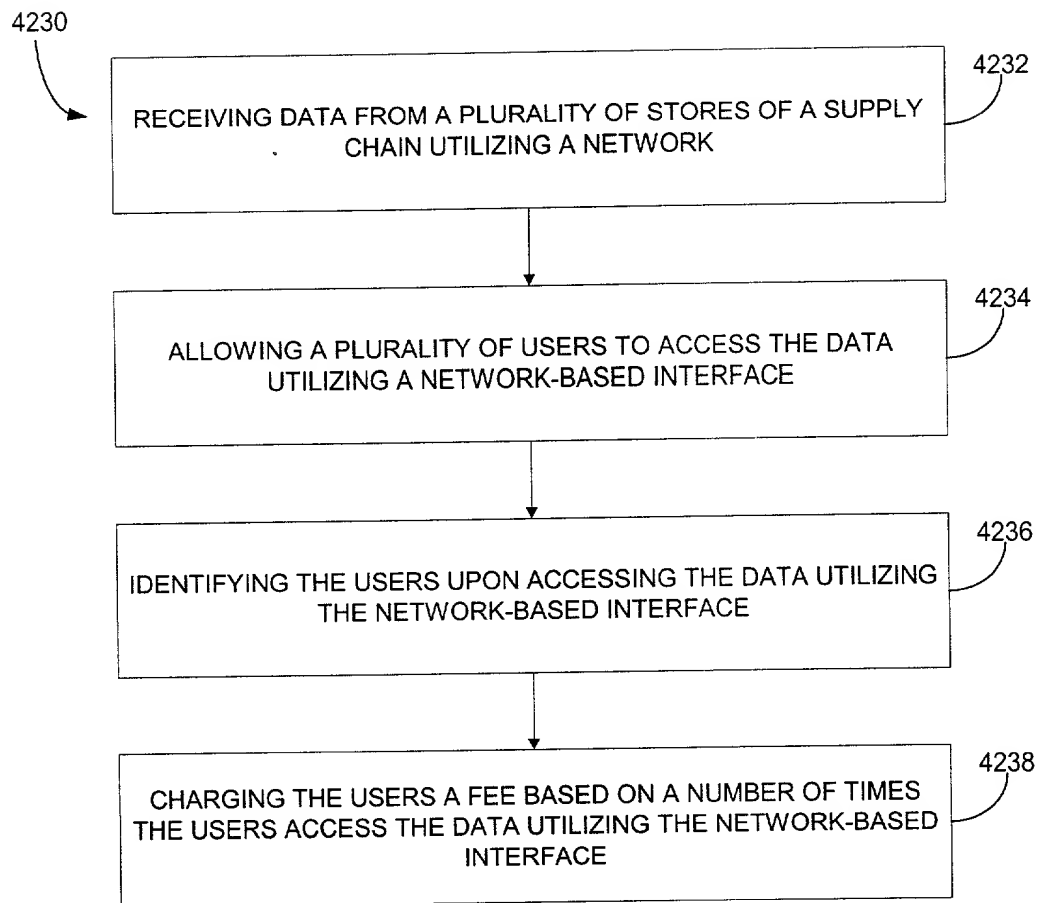


FIG. 42

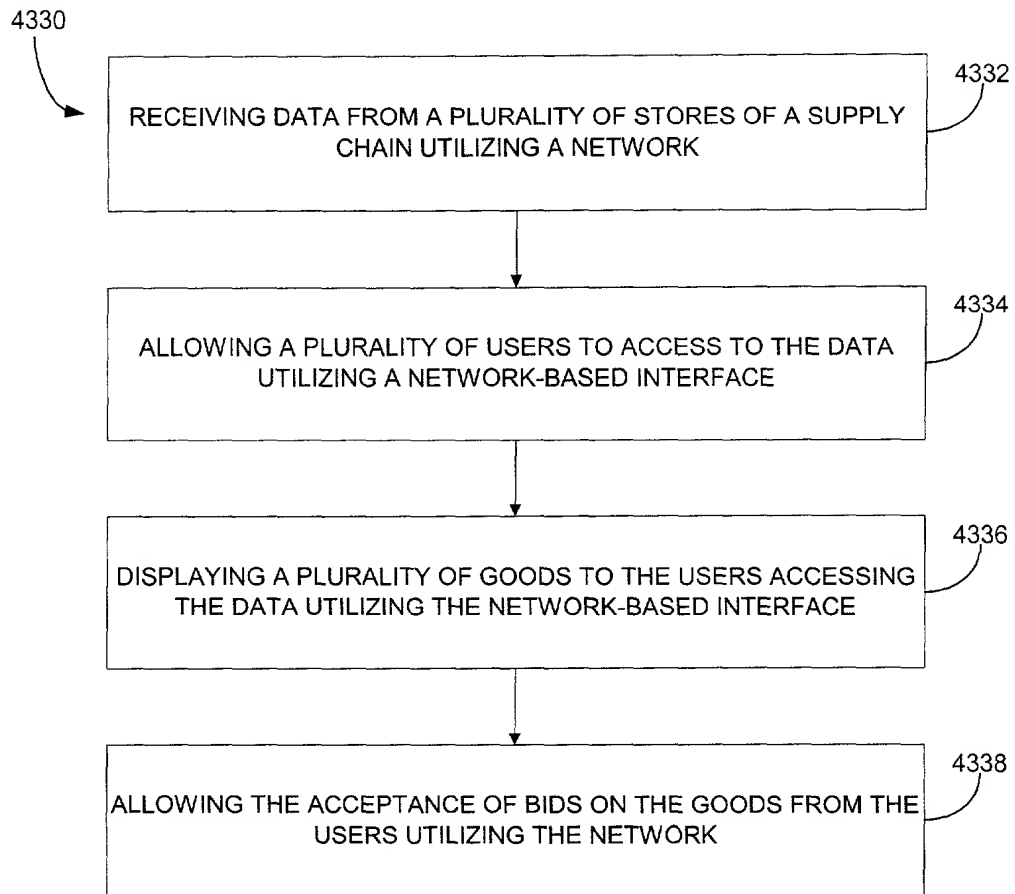


FIG. 43A

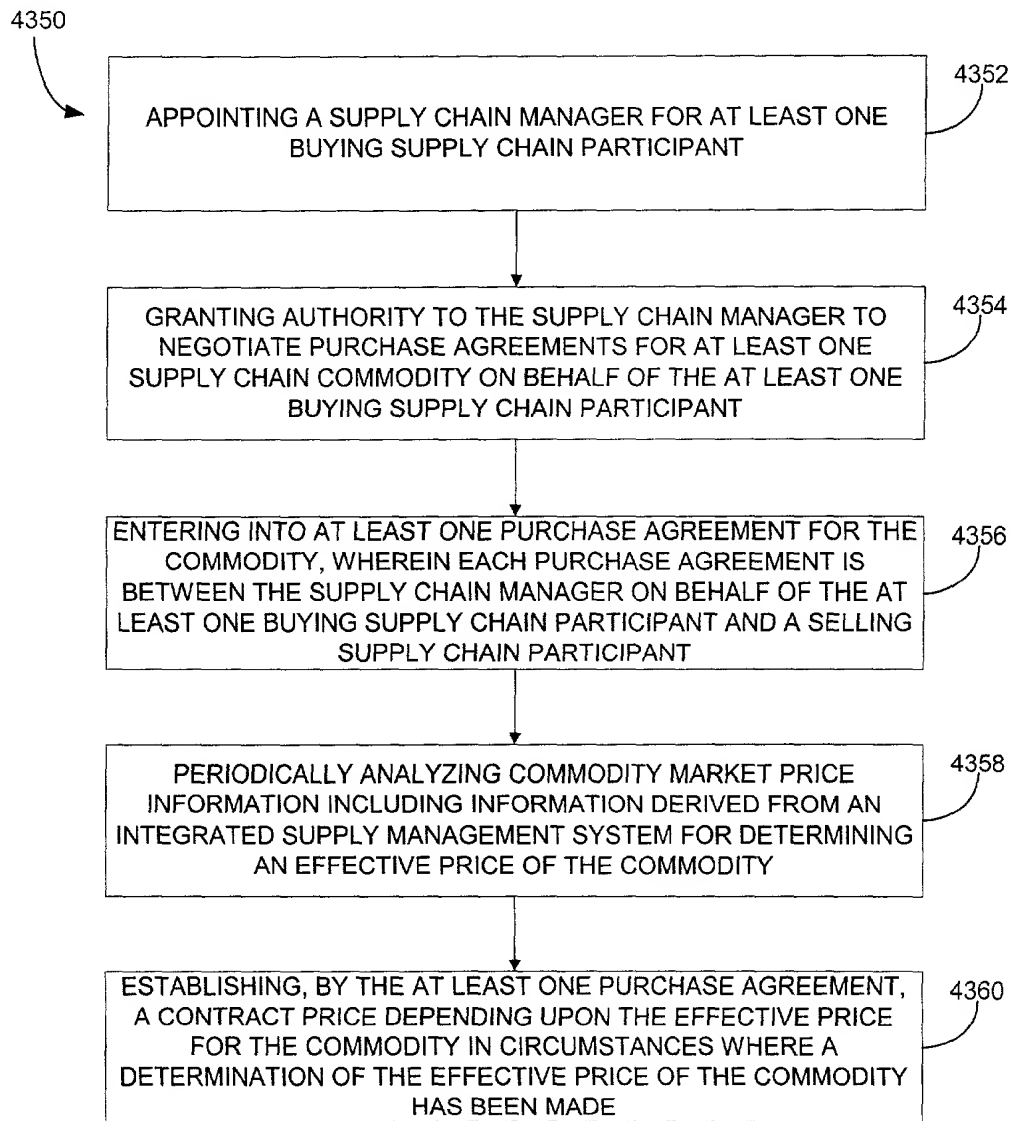


FIG. 43B

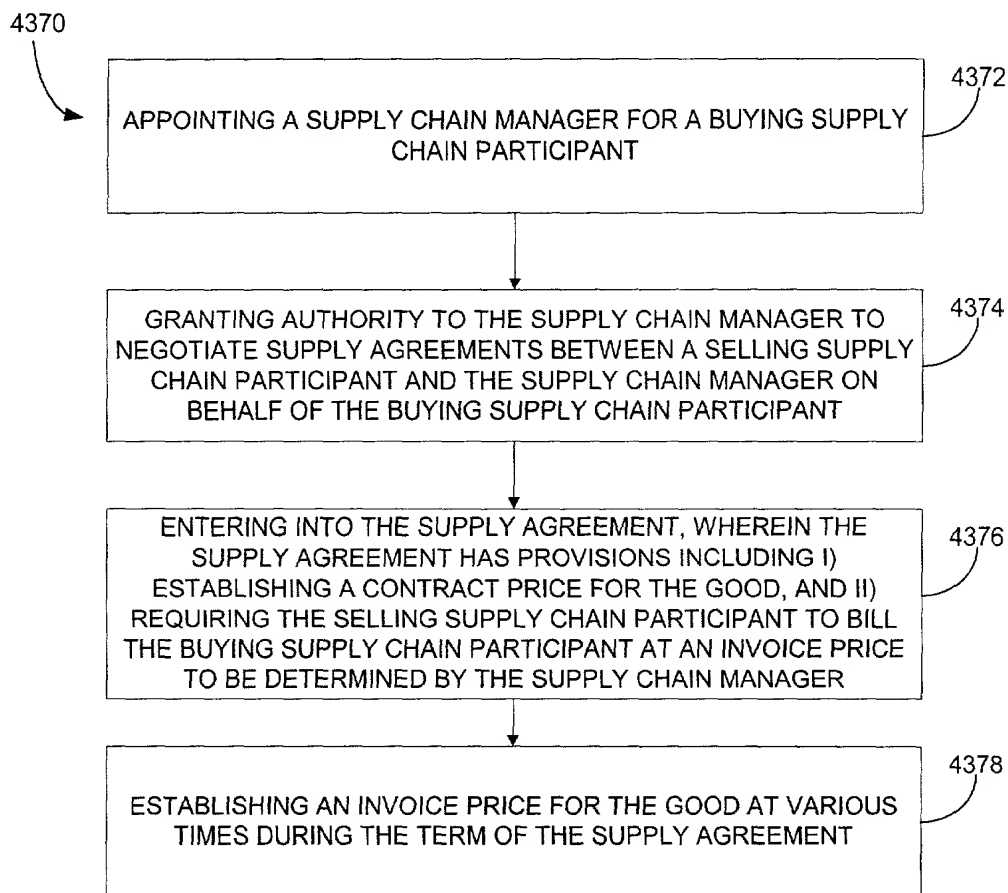


FIG. 43C

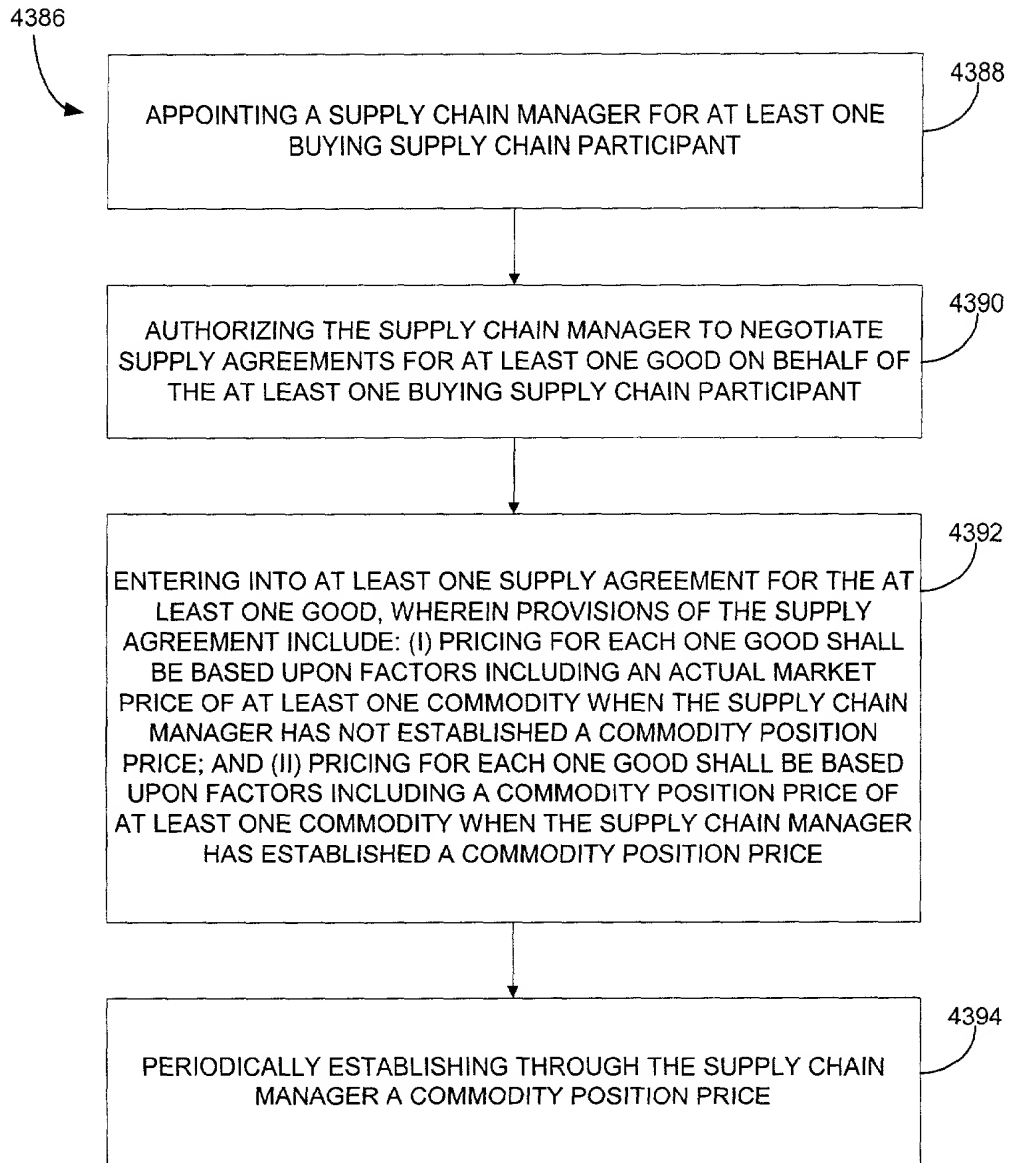


FIG. 43D

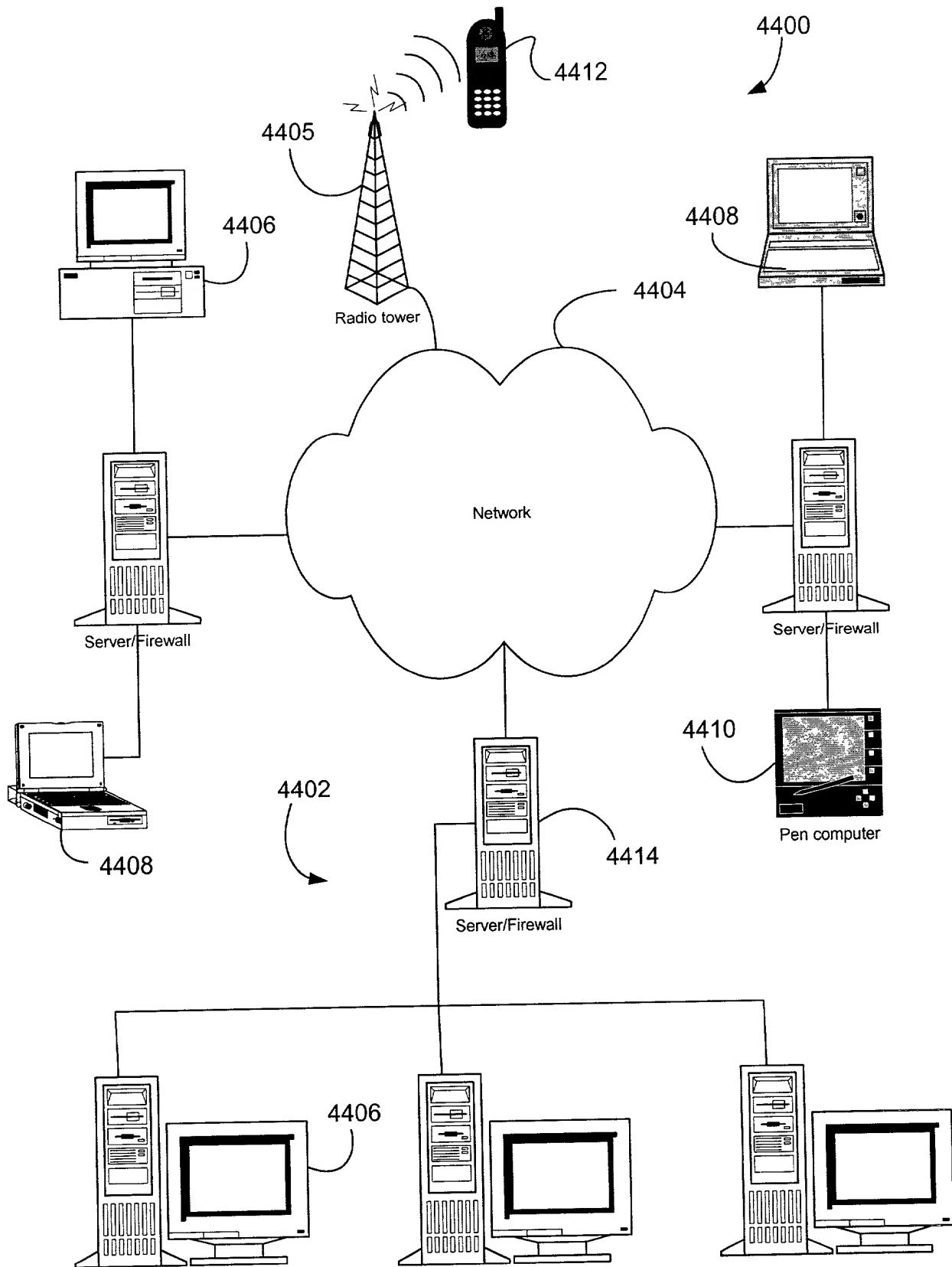


FIG. 44

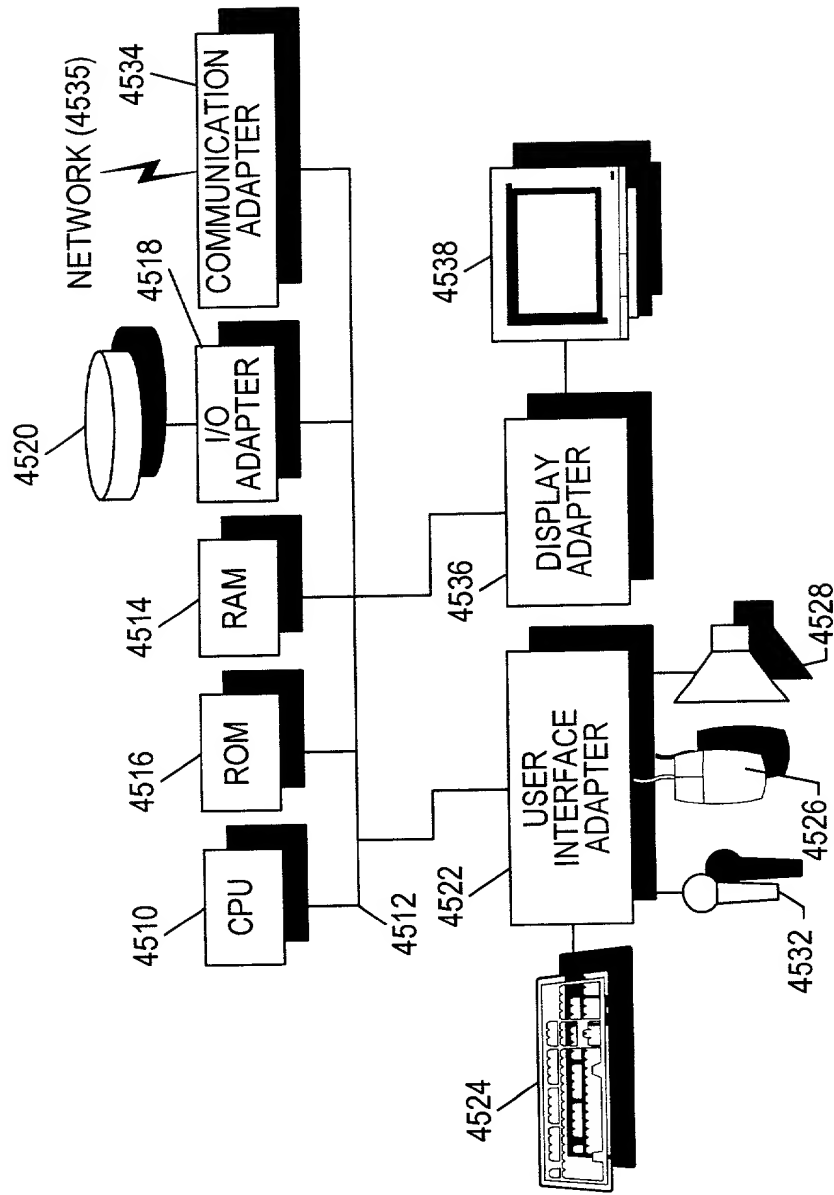


FIG. 45

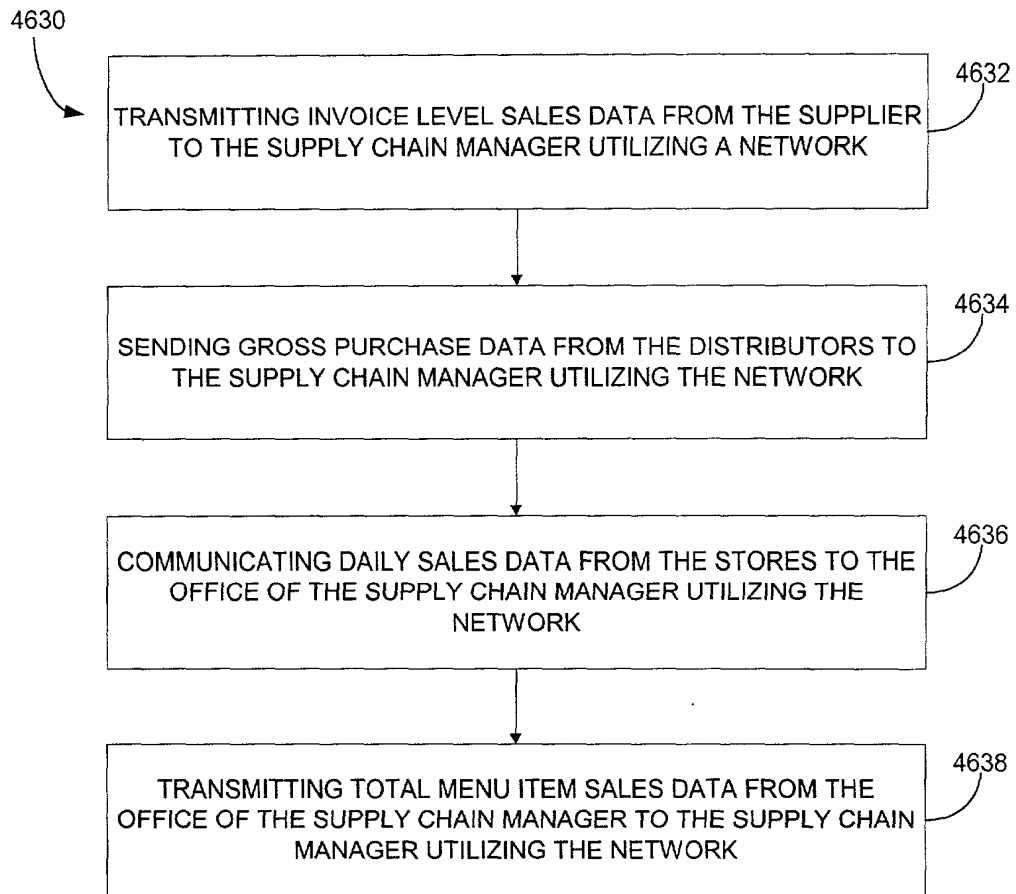


FIG. 46

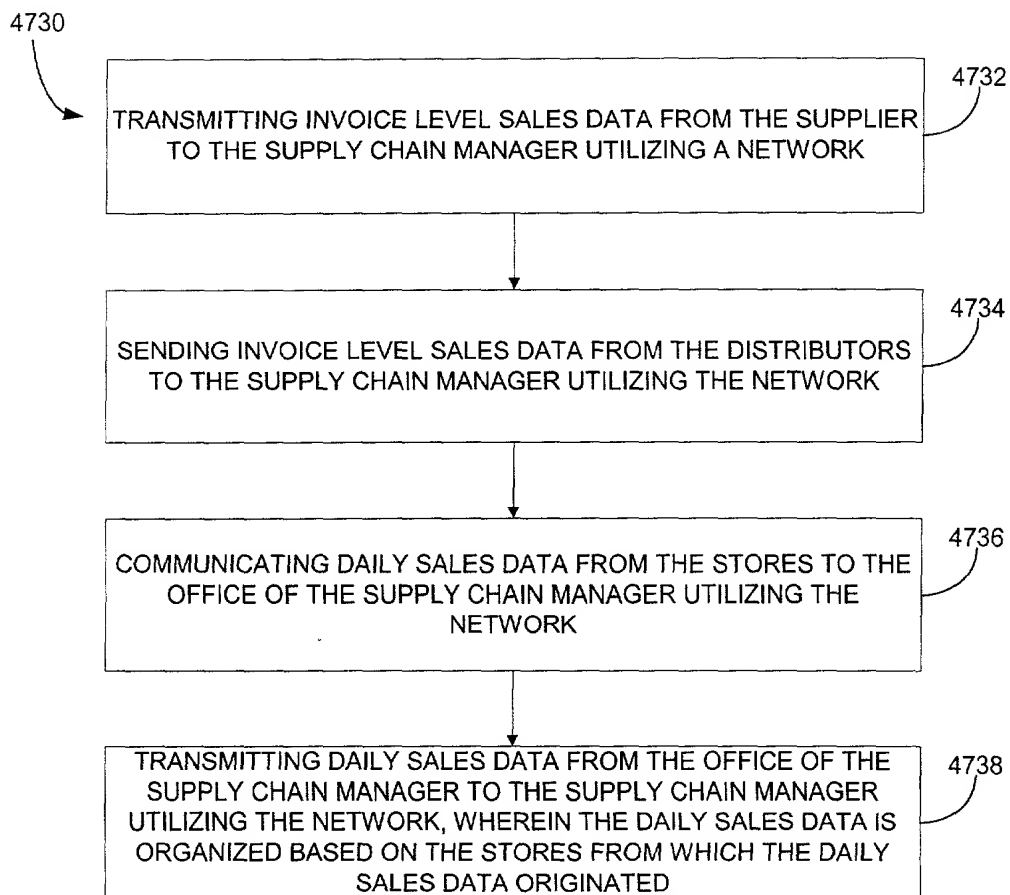


FIG. 47

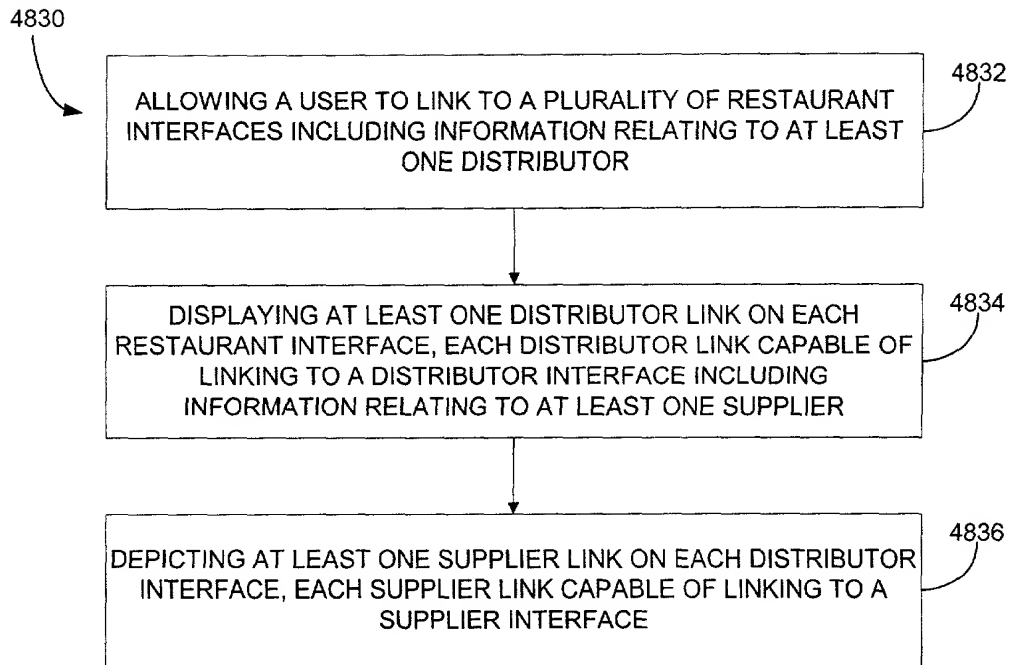


FIG. 48

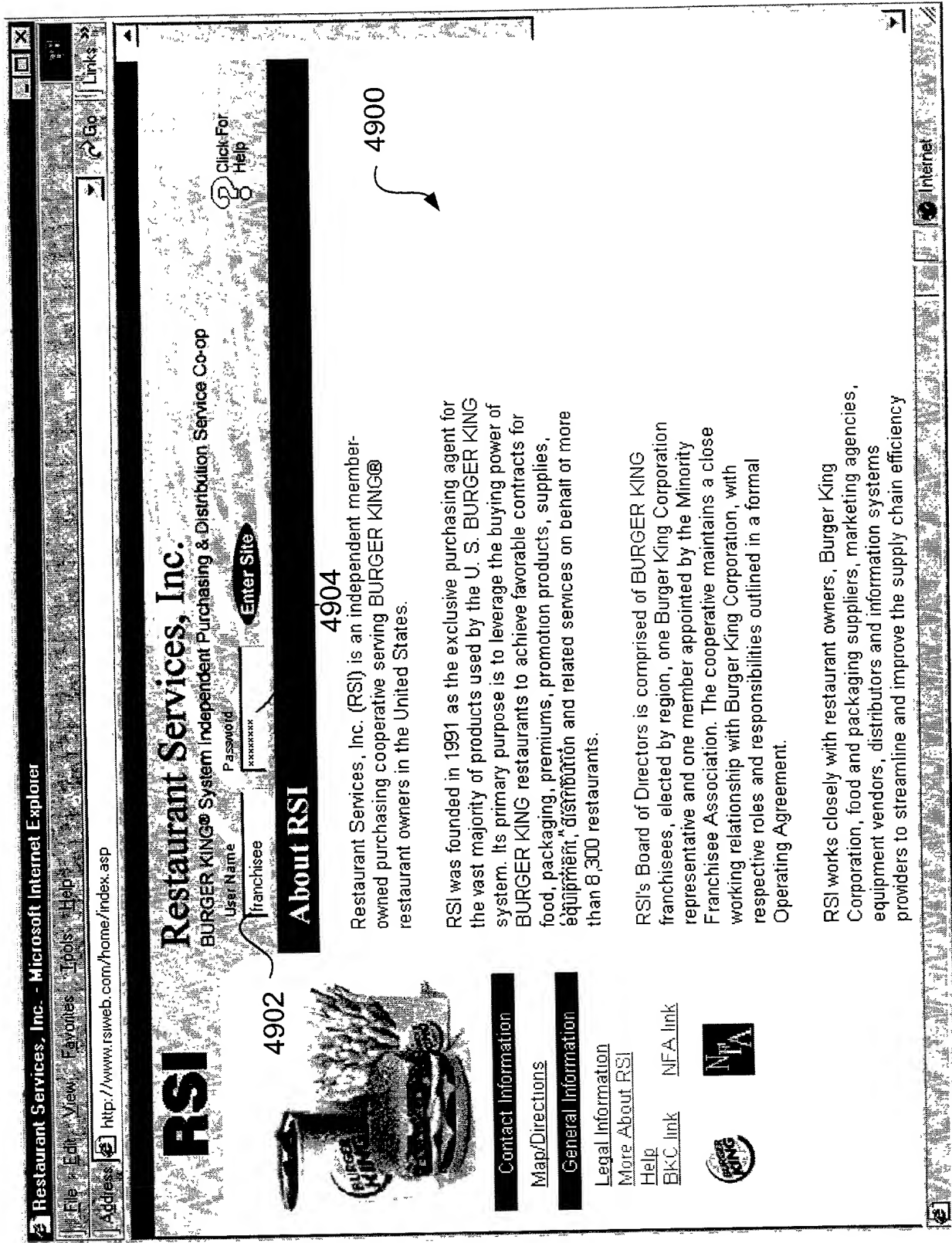


FIG. 49

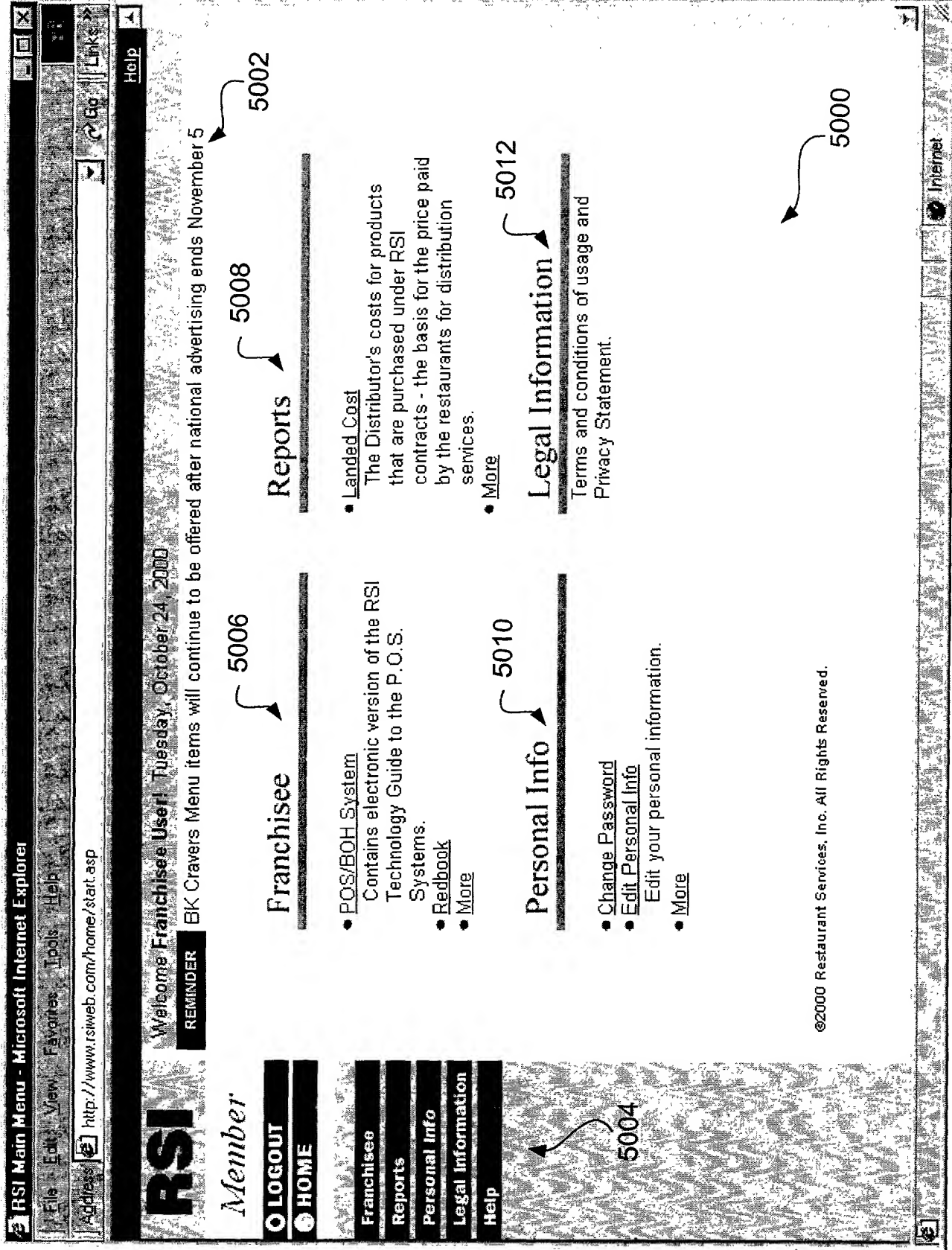


FIG. 50

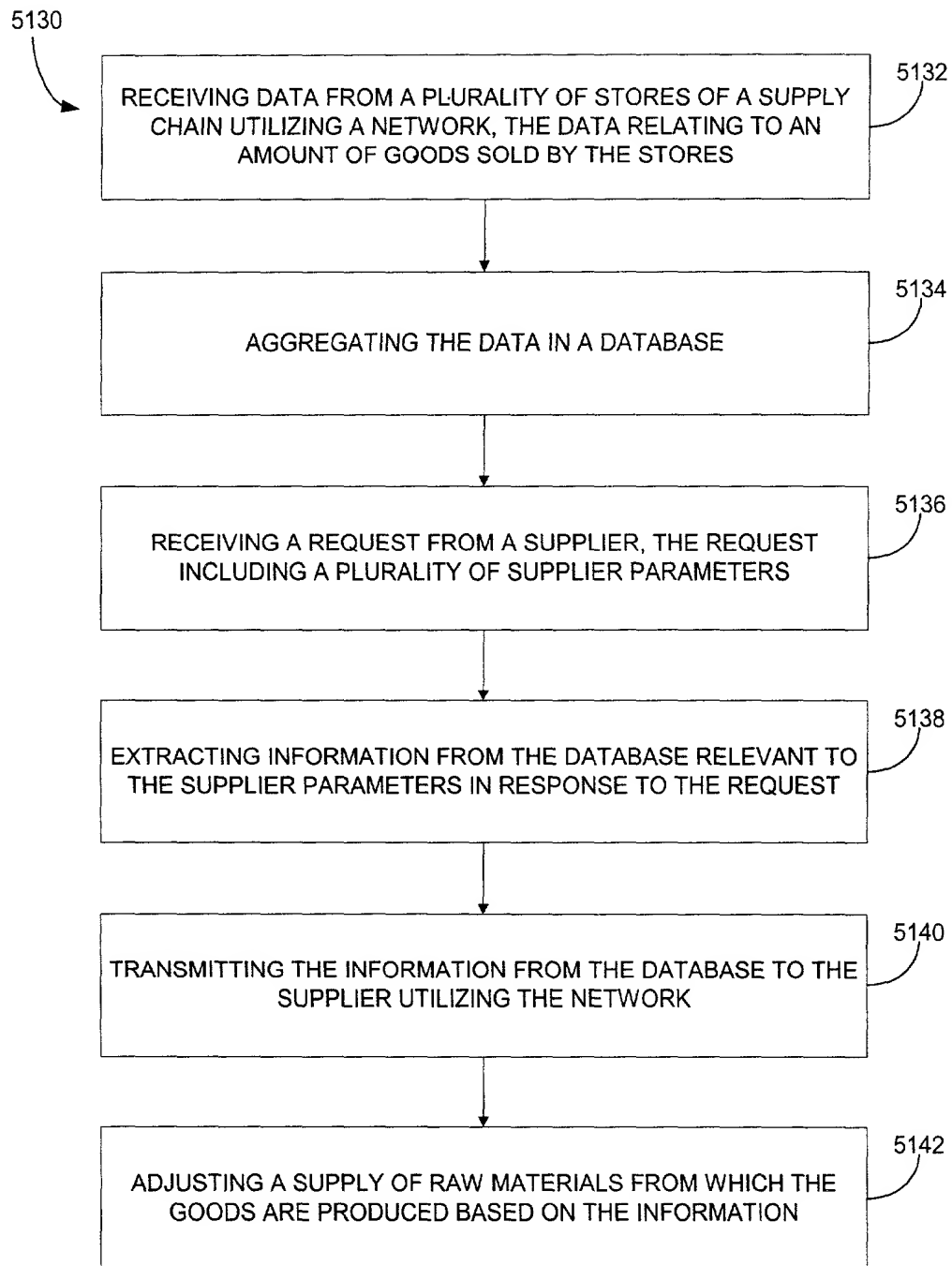


FIG. 51

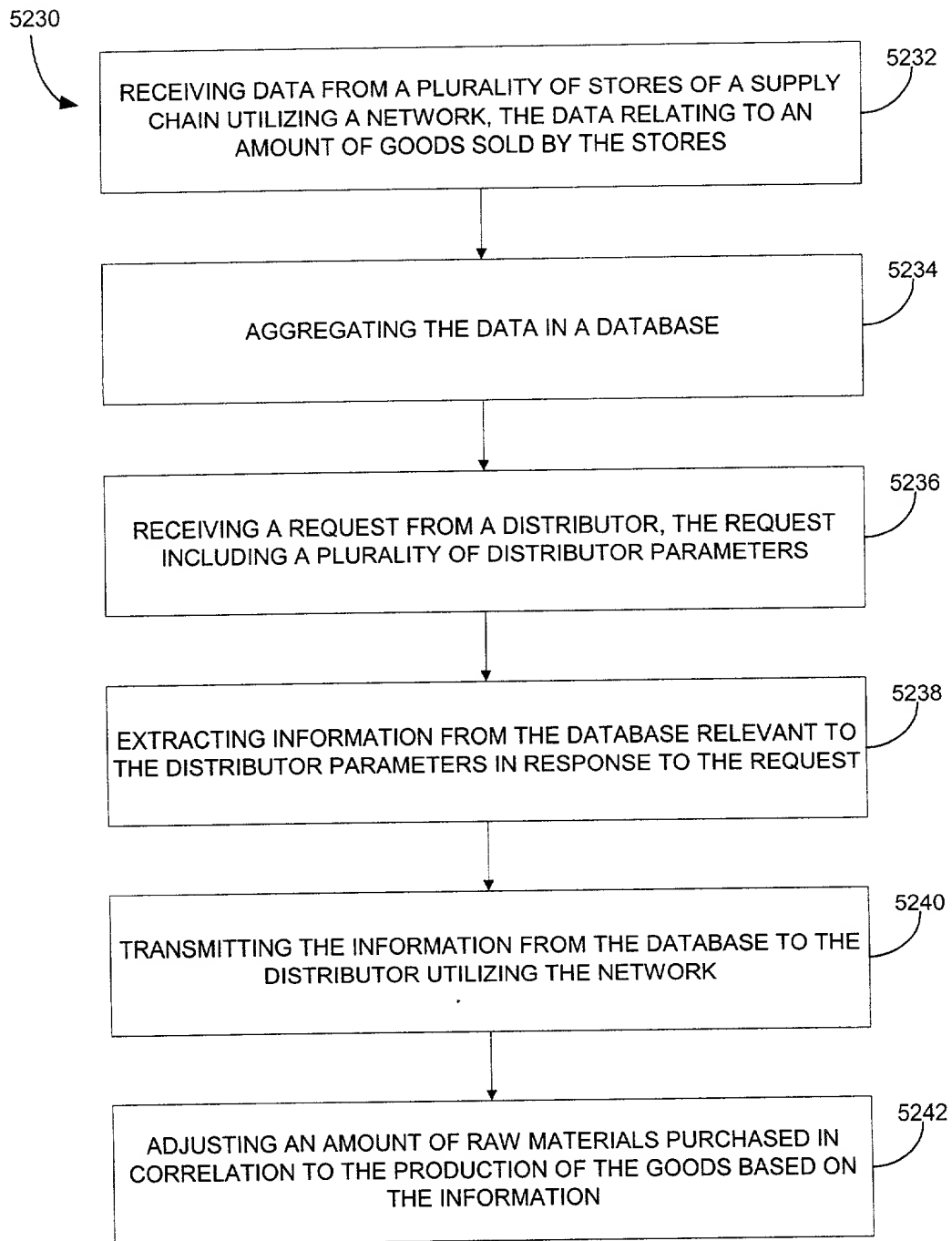


FIG. 52

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

File Edit View Favorites Tools Help
Address: http://www.rsiweb.com/dc/d_rptposdaily.asp



Distributor

LOGOUT HOME

Reports

Personal Info

Legal Information

Help

Printer Friendly Version

POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

5300

Distribution Company: REINHART FOODSERVICE
Distribution Center: REINHART - CEDAR RAPIDS, IA

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Legal Information			14 Day Rolling (Total Cases)																				Week Ending Total			
DC Item No	Item Description	% Chg 14 Day Avg	14 Day Rolling (Total Cases)														Week Ending Total									
			10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18						
Number of Restaurants Served by DC			200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	197						
18986	SAUCE: BBQ BULK BULLSEYE	0.00%	13	13	21	23	18	16	16	16	14	13	14	19	21	15	13	109	98	80	72					
20788	MUSTARD: BULK BK	0.00%	12	12	19	20	16	14	14	13	14	13	14	19	19	16	15	110	104	104	100					
24340	MAYONNAISE: BULK BK	0.00%	134	134	197	211	173	156	154	153	150	200	206	175	155	151	1184	1146	1142	1109						
24968	STRAW: WRAPPED 7.75" BK	0.00%	21	21	33	34	27	25	24	24	24	34	33	27	24	24	189	179	186	178						
25318	FORK: WRAPPED BULK BK	0.00%	10	10	11	12	10	9	8	9	11	12	11	10	9	9	70	71	56	58						
25452	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	3	3	2	2	2	3	3	3	3	2	2	18	15	8	9						
27662	KETCHUP: BULK BAG IN BOX	0.00%	86	86	134	142	116	104	102	101	100	136	139	115	106	102	796	771	776	743						
27690	KETCHUP: PACKETS 10g BK	0.00%	127	127	194	205	160	143	142	139	144	197	197	160	142	140	1112	1070	1078	1044						
TOTAL																										
Internet																				Internet						

FIG. 53



Distributor

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REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

5400

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Local Promotion Option	ADI	Start Date	Projected Dly Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup						
Chicago, IL		5/1/00	85	99	8	
Davenport-Rt Moline, IA		5/1/00	85	32	17	
Des Moines-Ames, IA		7/10/00	85	17	28	
Omaha, NE		7/10/00	85	17	50	
Peoria, IL		5/1/00	85	99	17	
St. Louis, MO		5/26/00	85	99	10	
Springfield-Decatur-Chmpg, IL		5/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King						
Cedar Rapids-Waterloo-Dubuq, IA		4/15/00		99	19	
Davenport-Rt Moline, IA		4/15/00		99	17	
Ottumwa-Kirksville, IA		4/15/00		99	3	
Big King Total					39	
Pancake Minis						
Chicago, IL		5/15/00	20	99	8	
Peoria, IL		5/1/00	20	99	17	
St. Louis, MO		4/15/00	20	99	10	
Pancake Minis Total					35	

FIG. 54



Supplier

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

POS Implied Daily Usage - Supplier

5500

Supplier:

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POS Implied Daily Usage - Supplier Tuesday, October 24, 2000

Supplier: TYSON FOODS

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		14 Day Rolling (Total Cases)														Week Ending Total					
FOB Point	DC No	RSI Item	% Chg 14 Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/18	9/24
TOTAL																					
Total of DC Locations																					
6	CHICKEN-PATTY	0.00%		90	137	144	141	100	98	95	100	134	137	125	100	100	781	790	774	786	781
7	CHICKEN-BK BROILER	0.00%		35	51	60	48	45	43	43	40	53	60	48	45	41	330	327	354	344	
8	CHICKEN-TENDERS	0.00%		222	335	337	265	240	229	225	246	348	315	255	228	223	1,815	1,608	1,418	1,418	1,203
CHICKN																					

Done

Internet

FIG. 55

RSI

Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

Landed Cost Report

5600

Restaurant Number: 0003473

Date: 10/22/00

Retrieve

Printer Friendly Version

Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris
Contact Number: 305-529-3409

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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4438	REGISTER TAPE-THERMAL 2 26" X 165	\$21.27	\$1.57	\$22.84
12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$6.87	\$1.57	\$7.44
18086	369	SAUCE-BULK-KRAFTBULLSEYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK 36AL	\$6.45	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	86	SAUCE-BULK-MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN 5L	\$6.41	\$1.57	\$7.98

Done

FIG. 56

FIG. 57

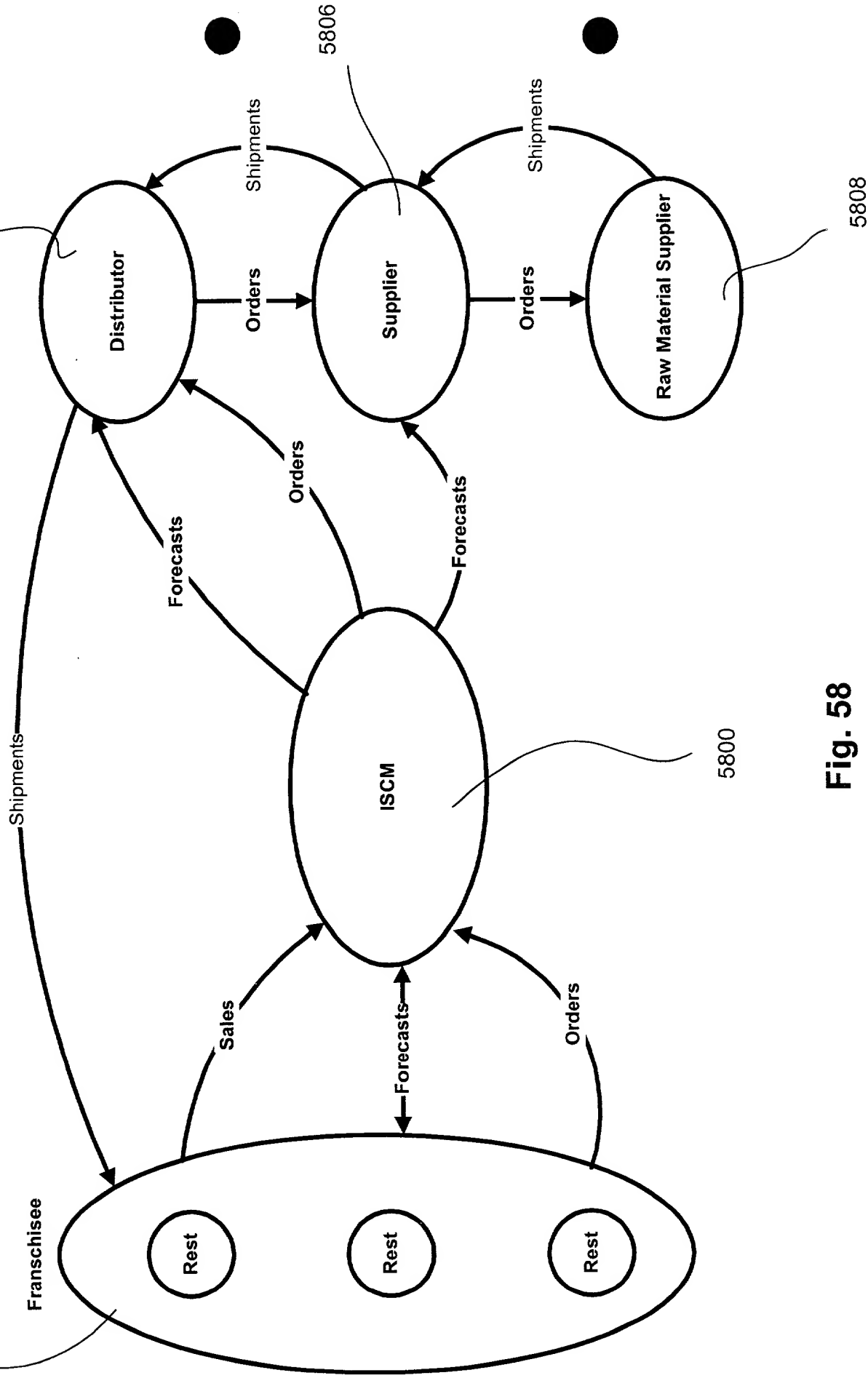


Fig. 58

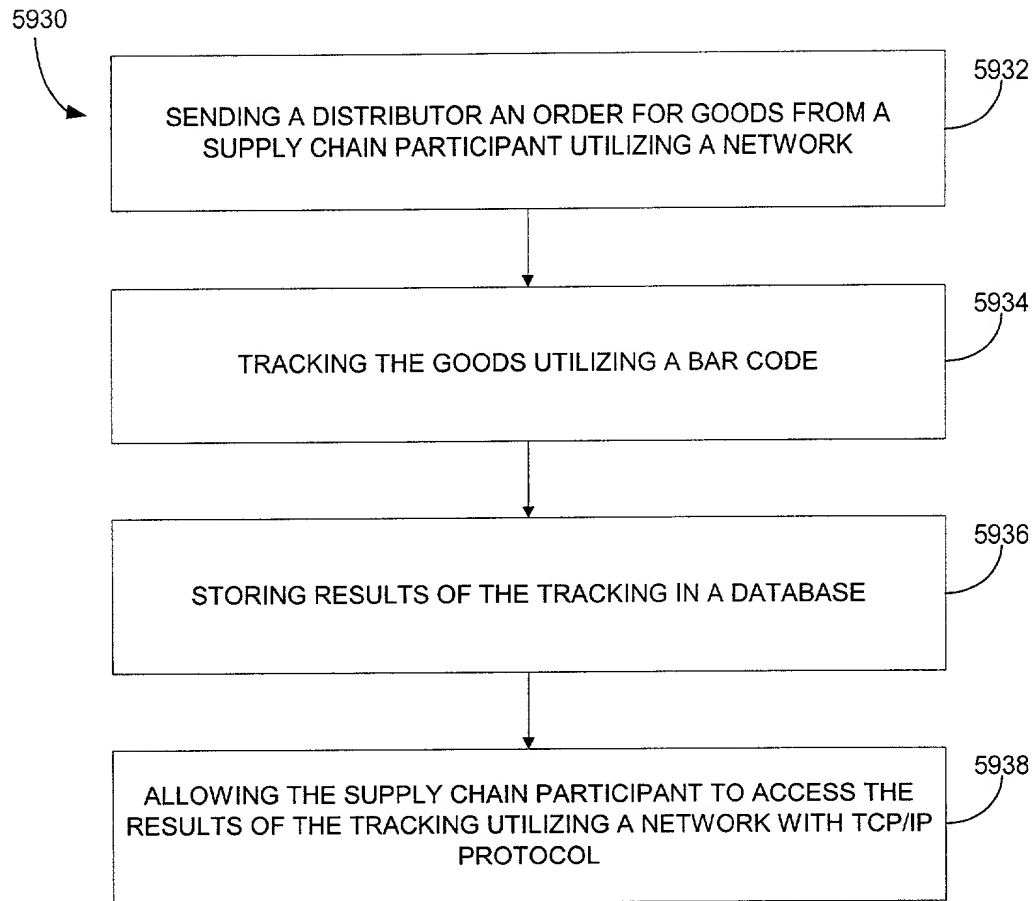


FIG. 59

6002

6004

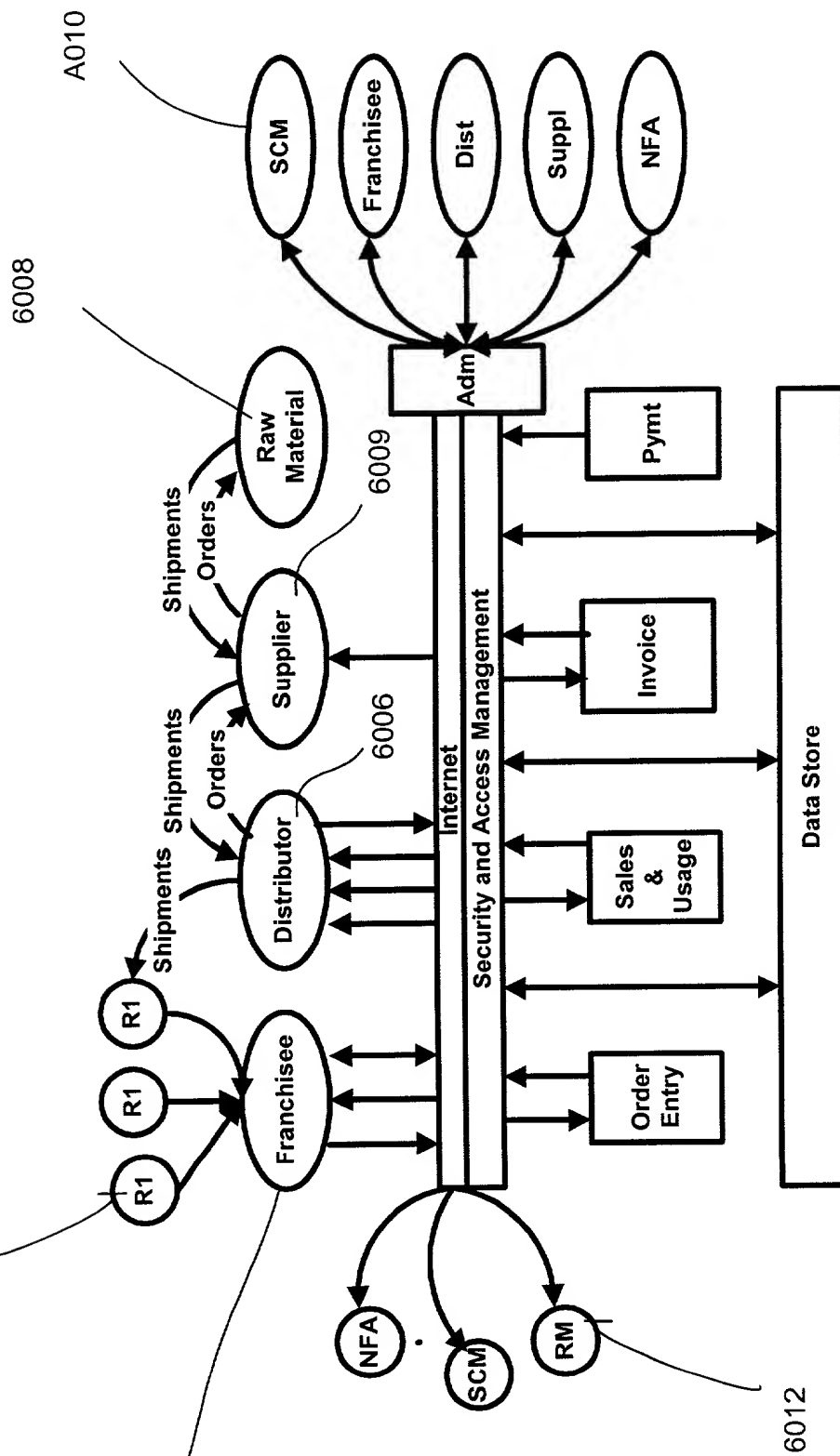


Fig. 60

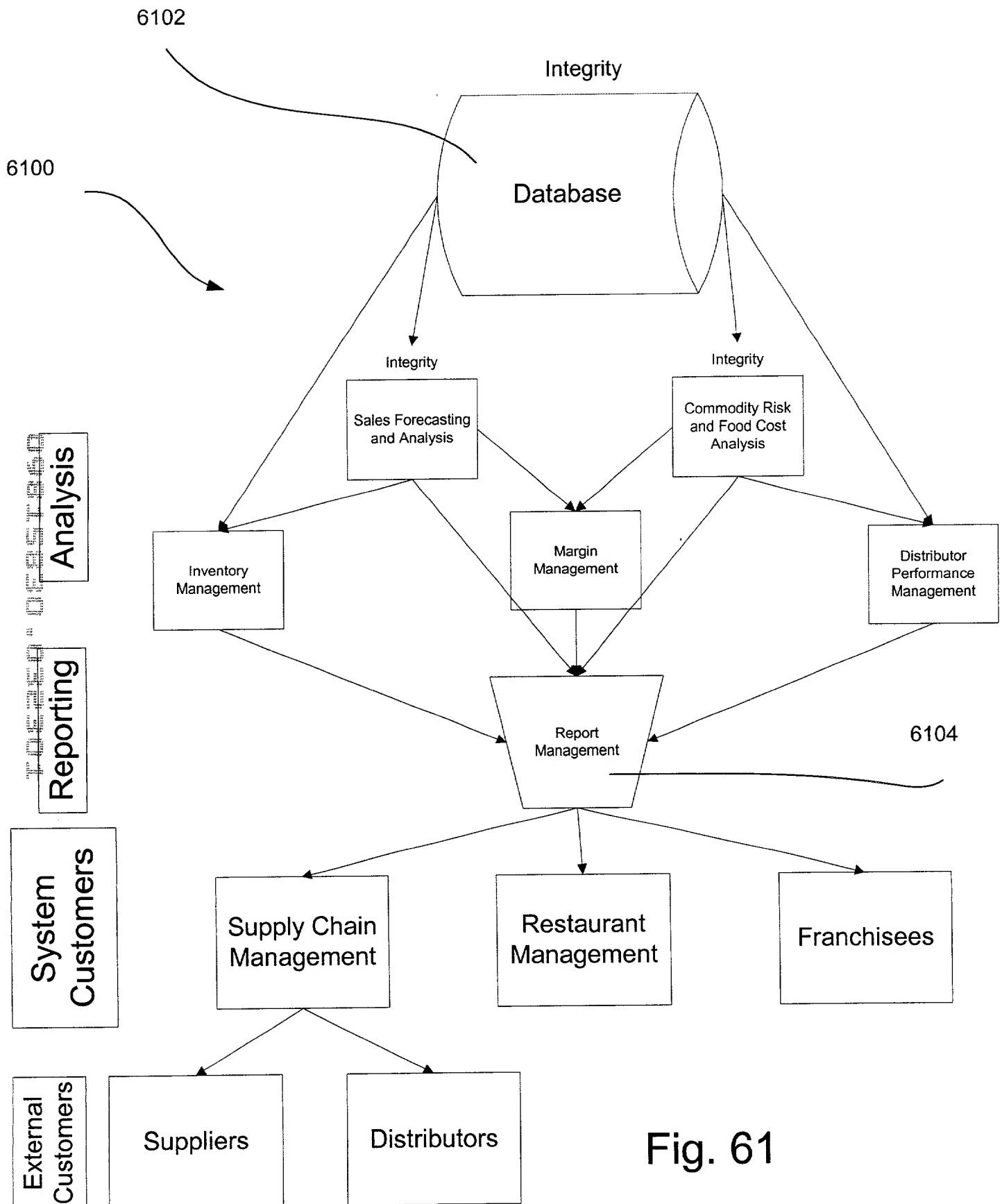


Fig. 61

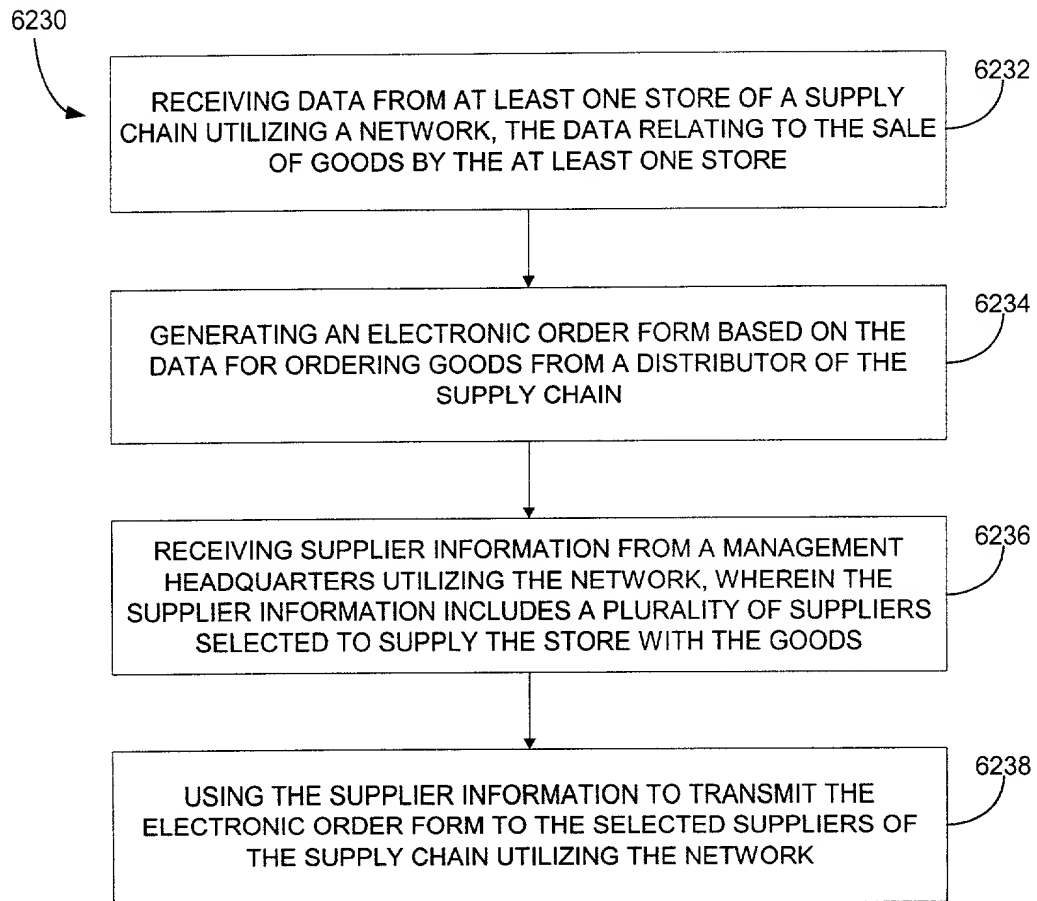


FIG. 62

6300

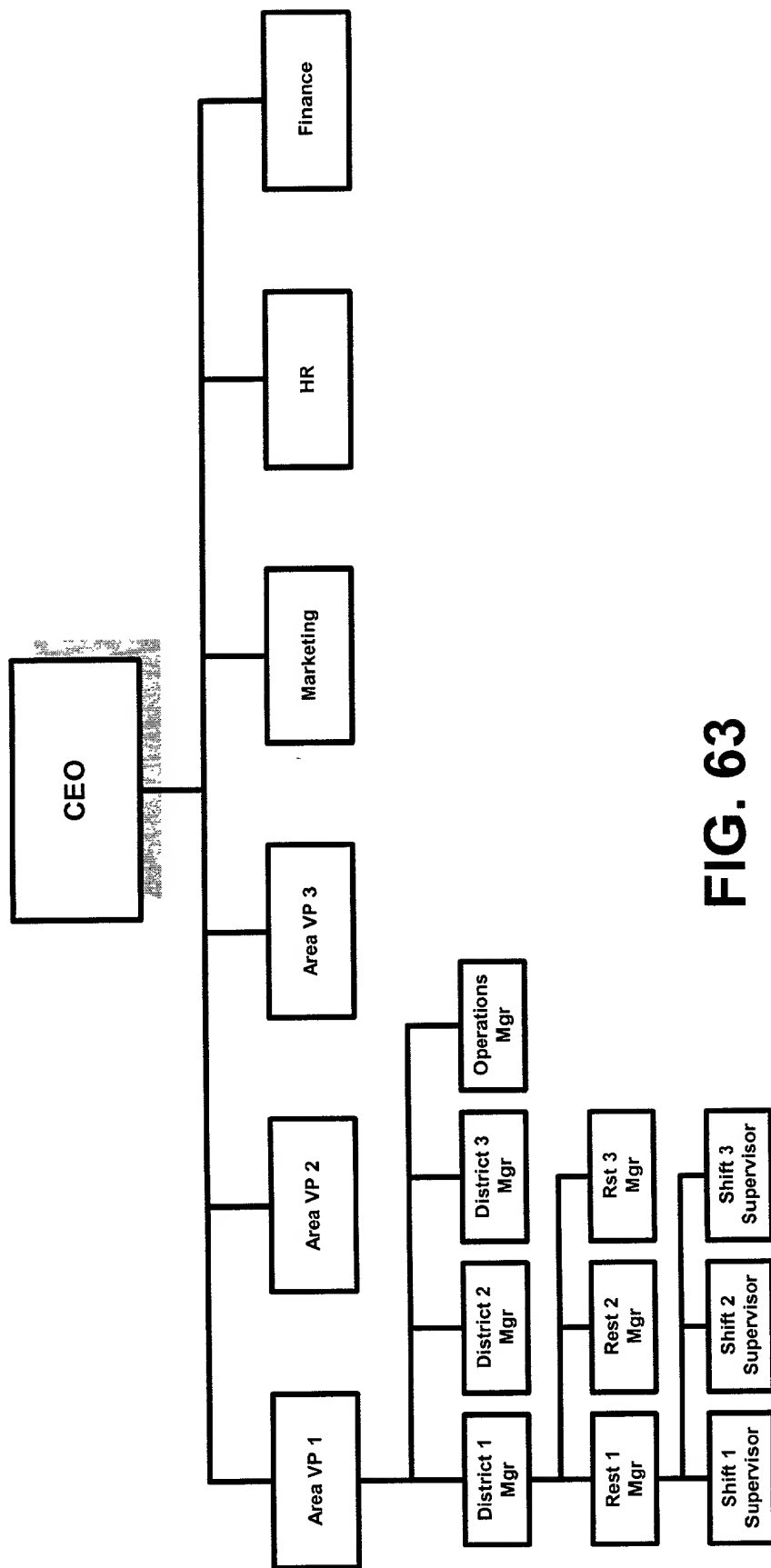


FIG. 63

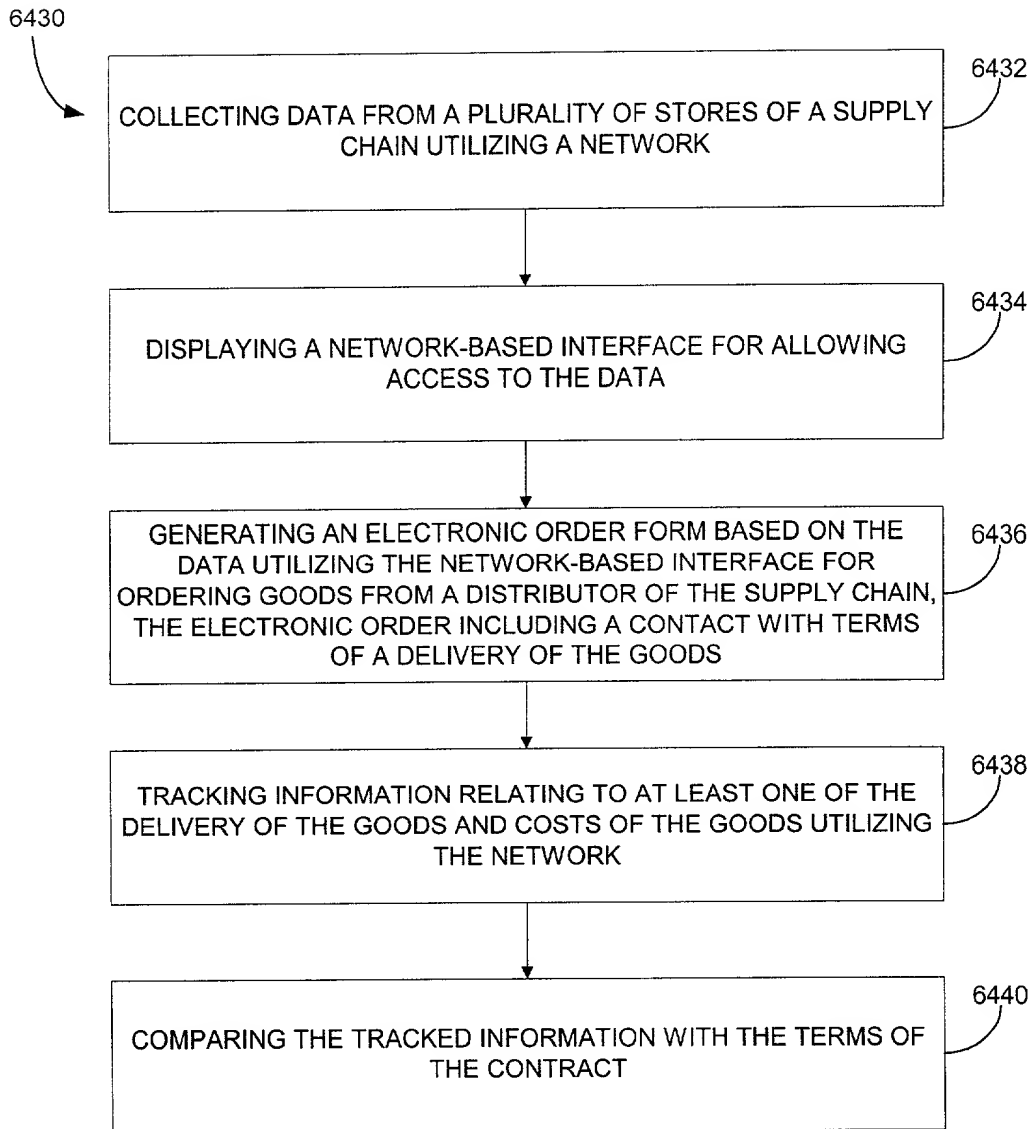


FIG. 64

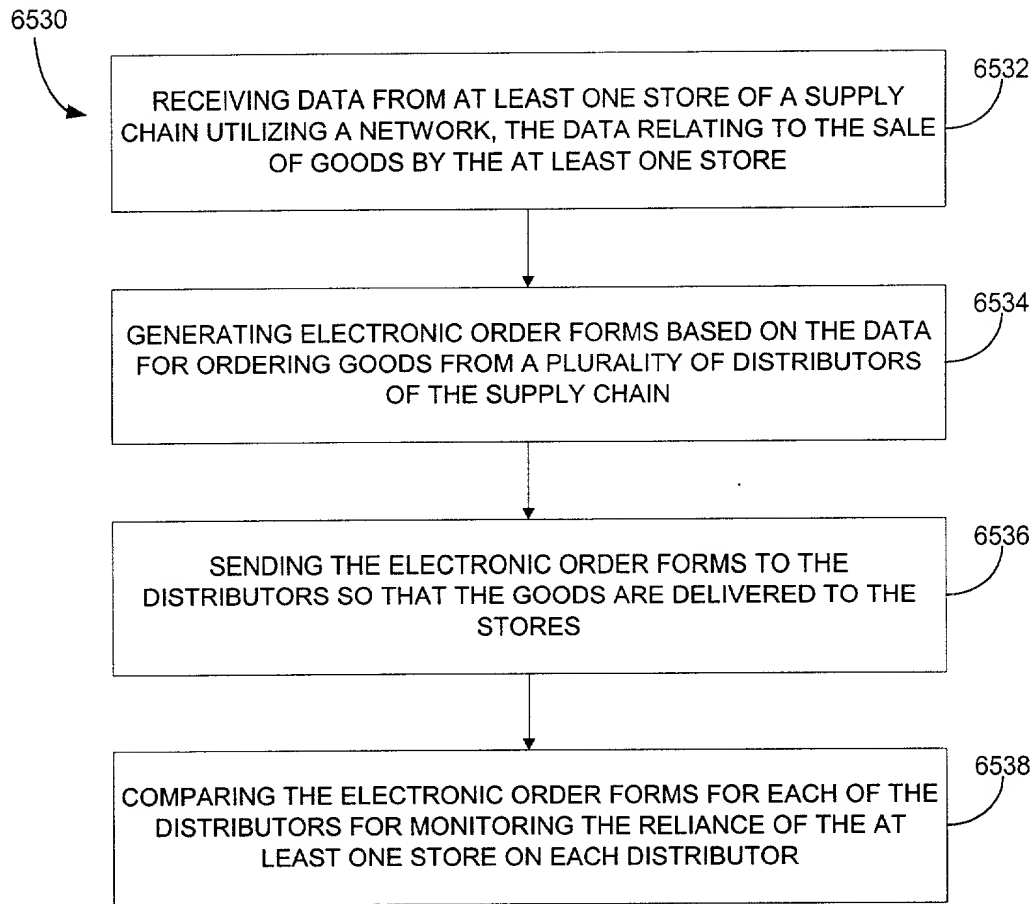


FIG. 65

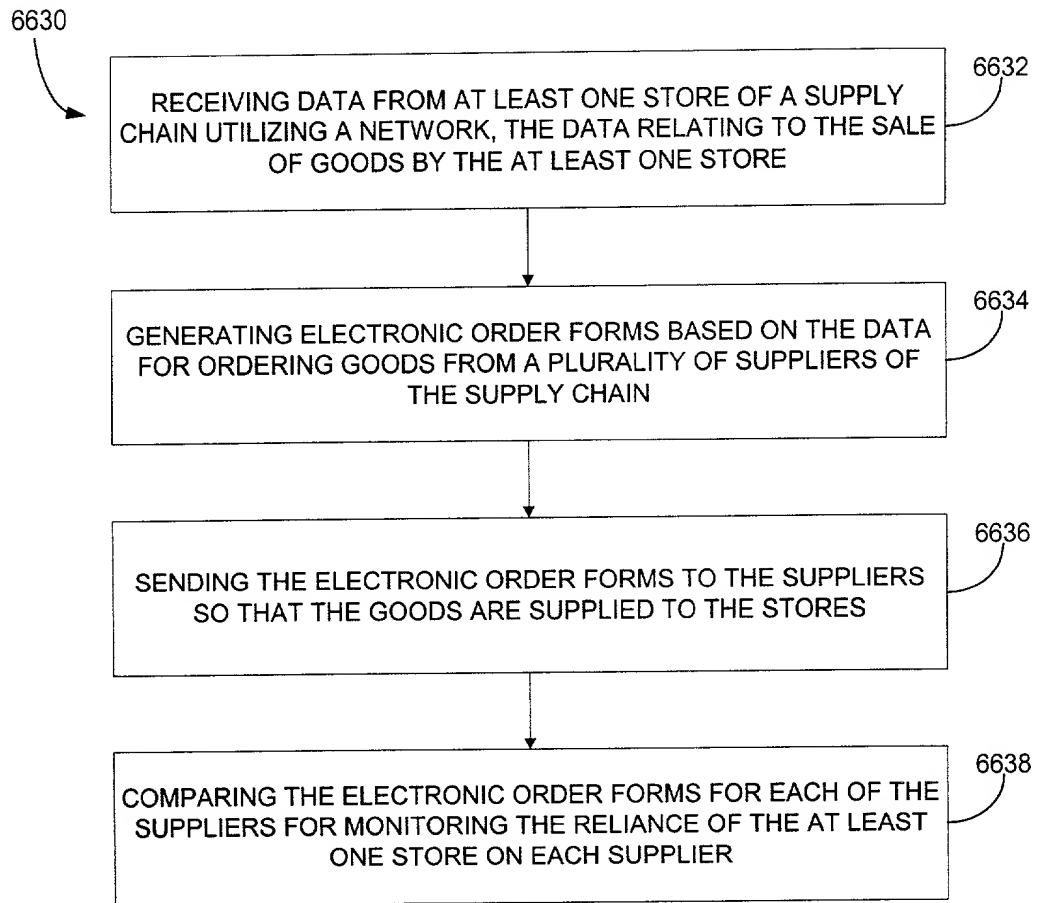


FIG. 66

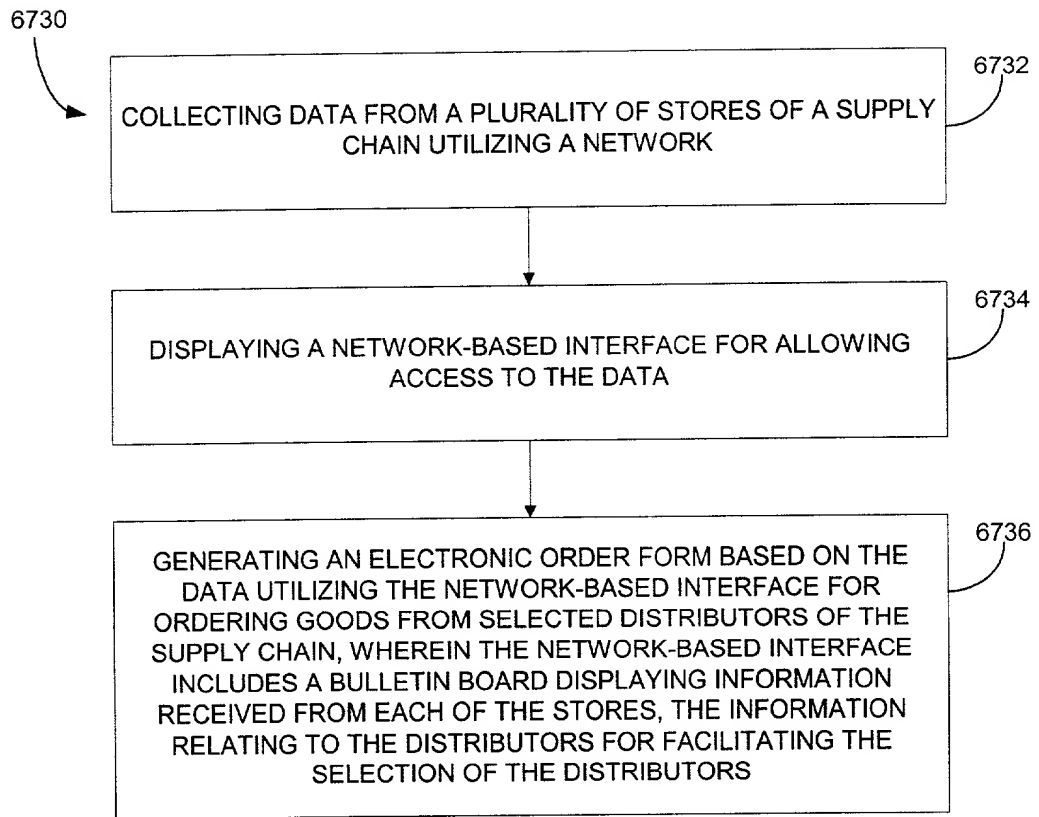


FIG. 67

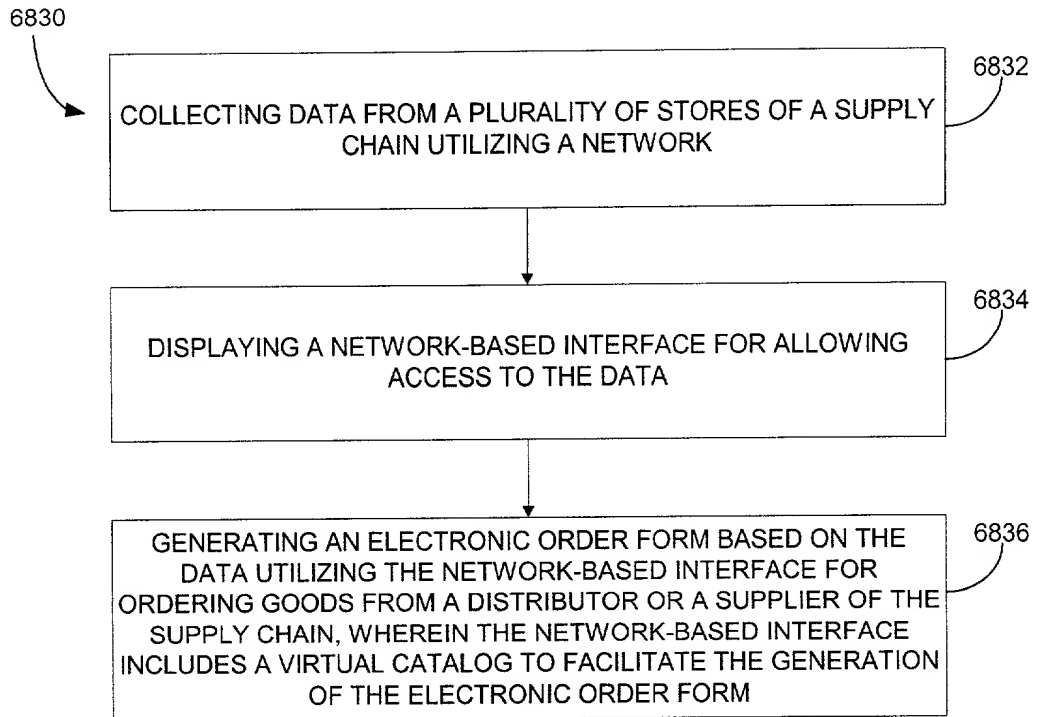


FIG. 68

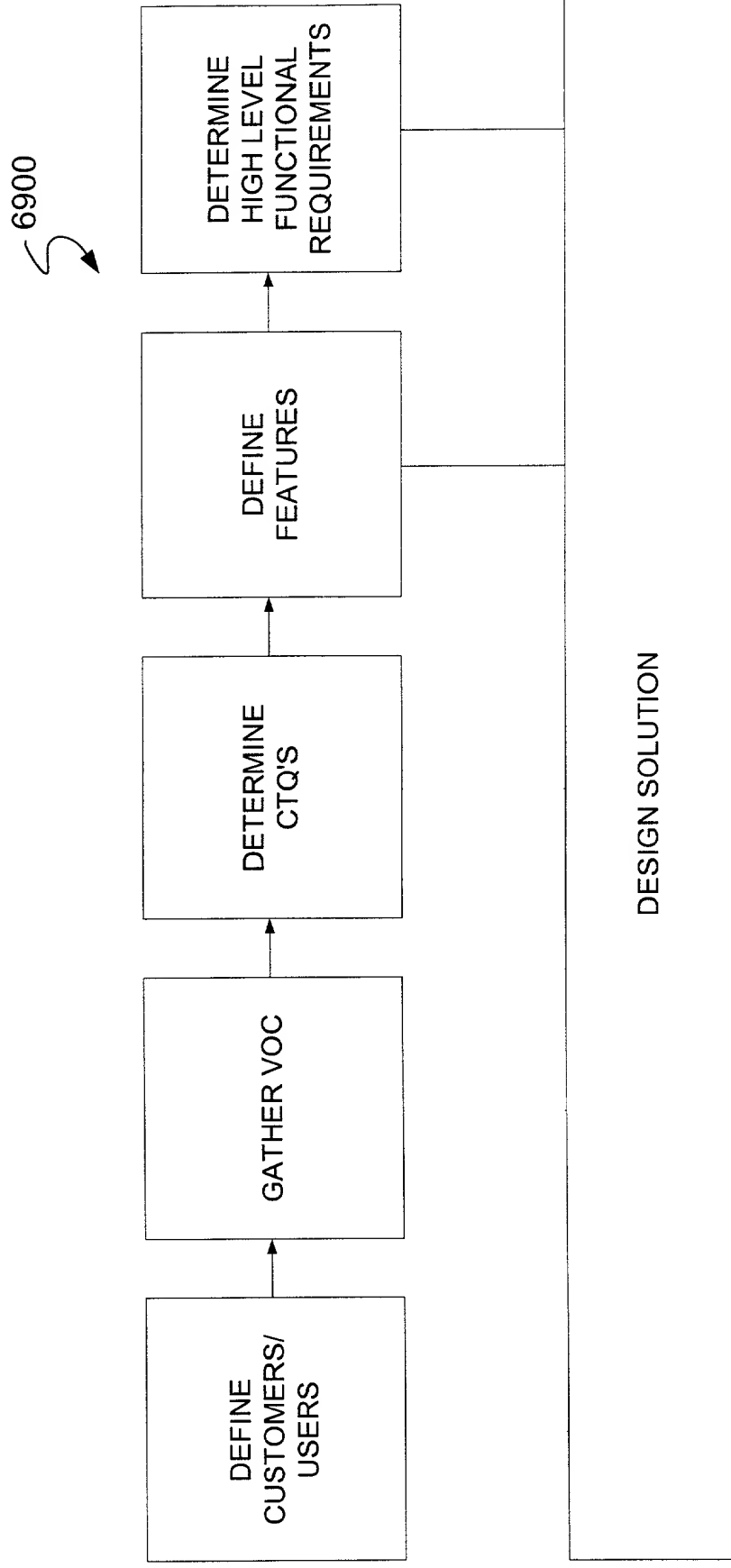


FIG. 69

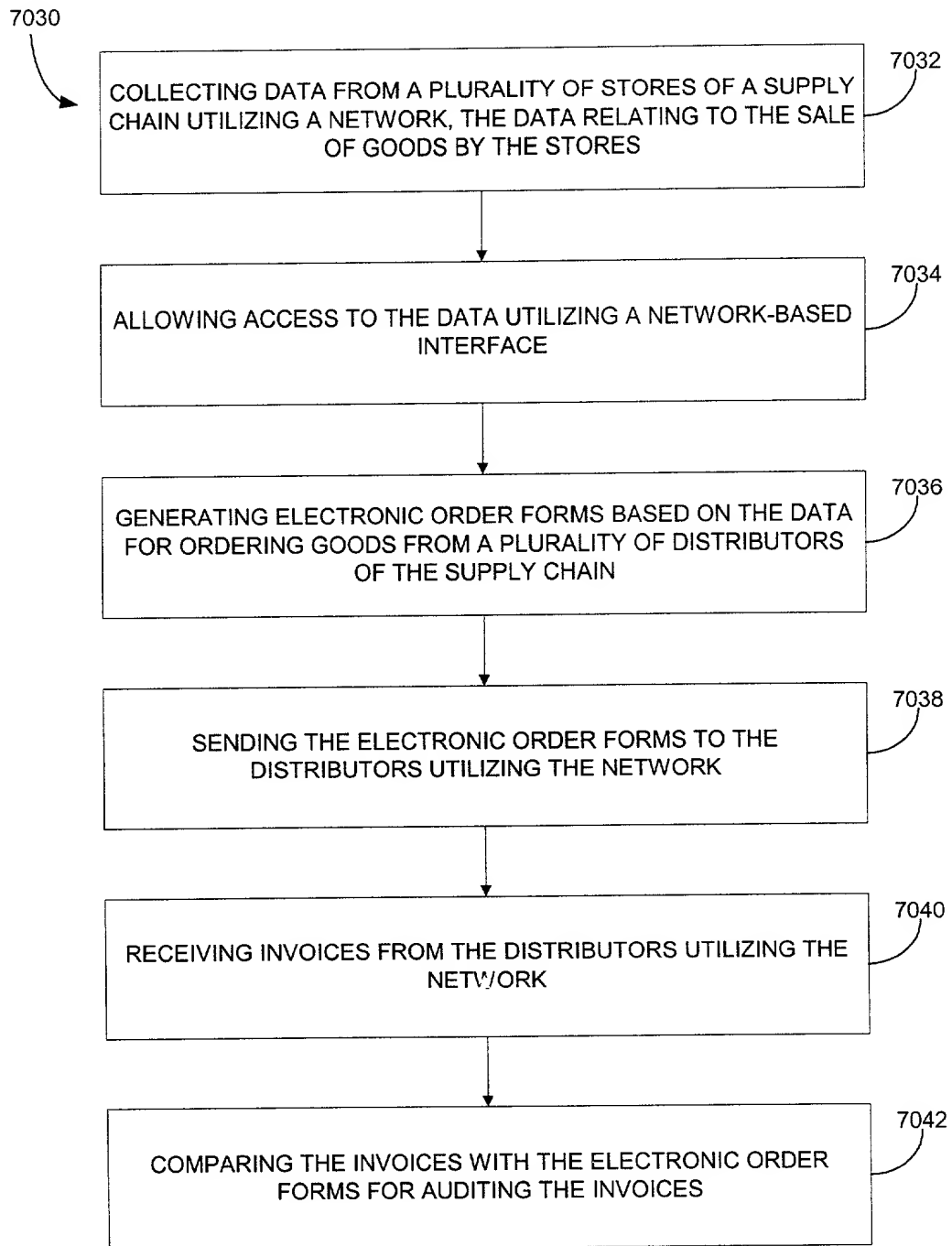


FIG. 70

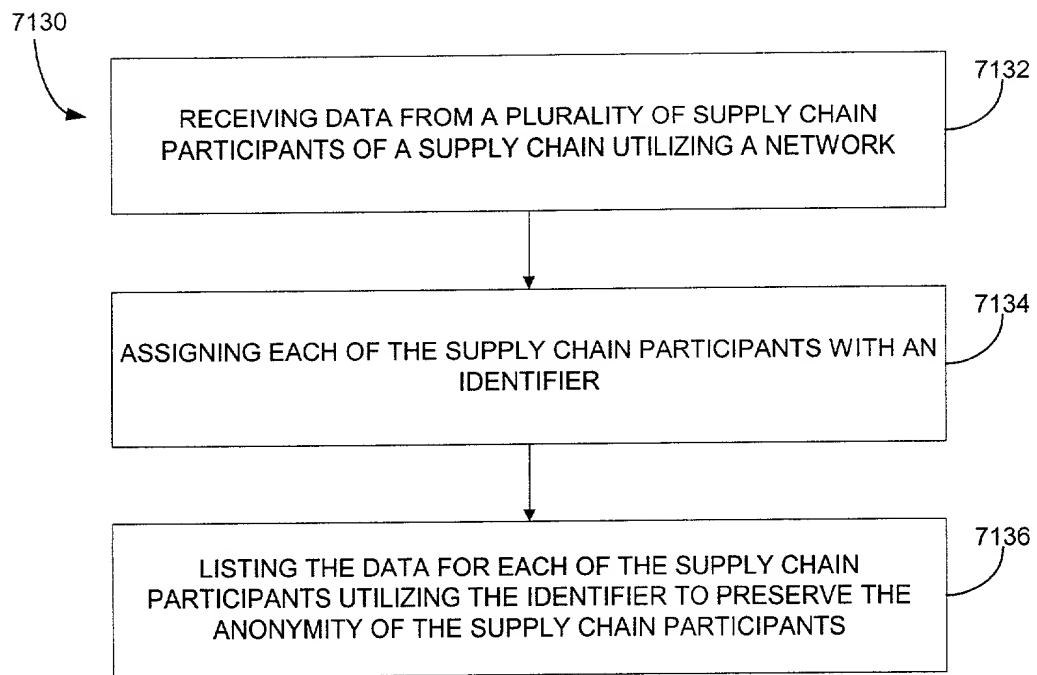


FIG. 71

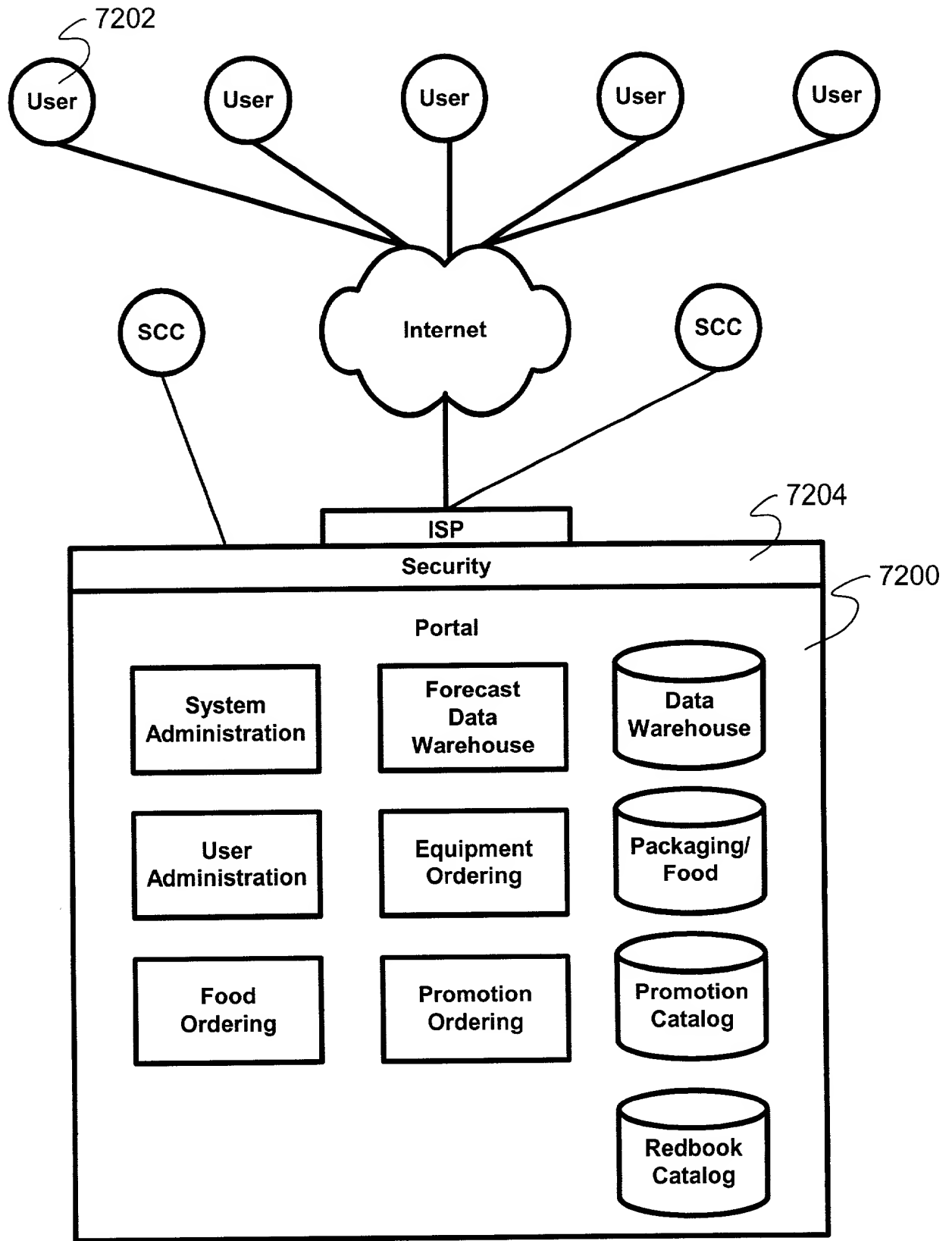


FIG. 72

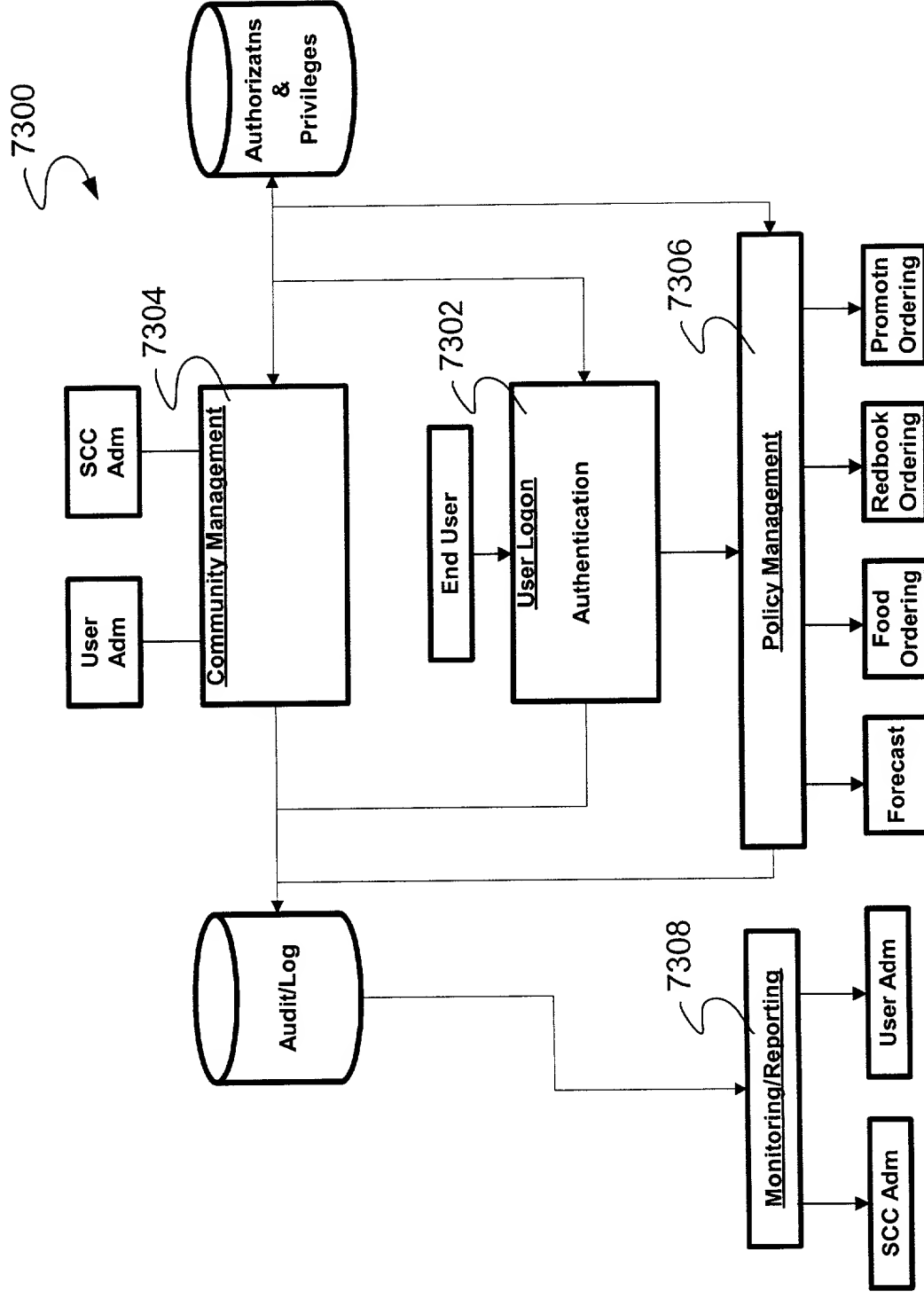


FIG. 73

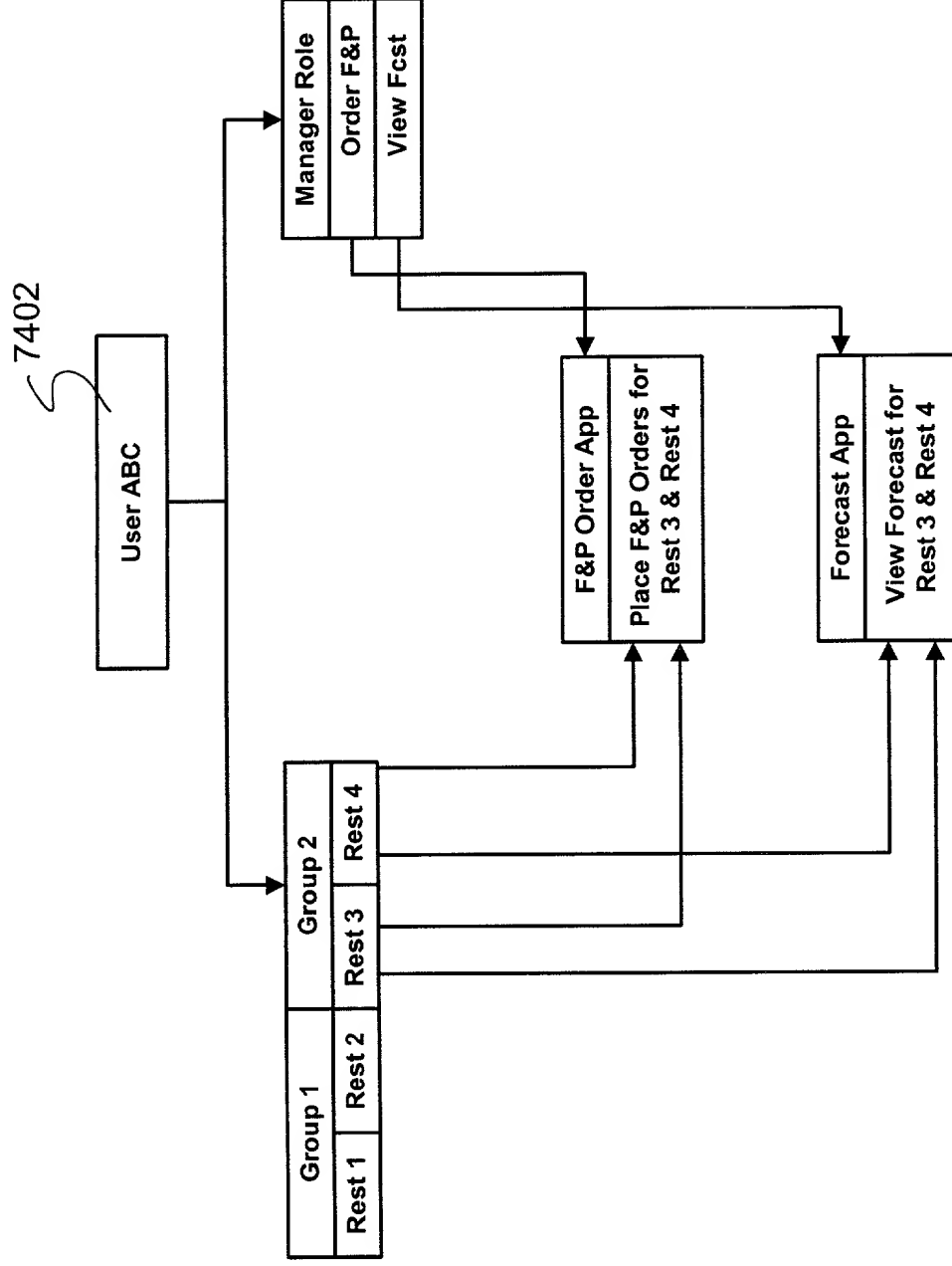


FIG. 74

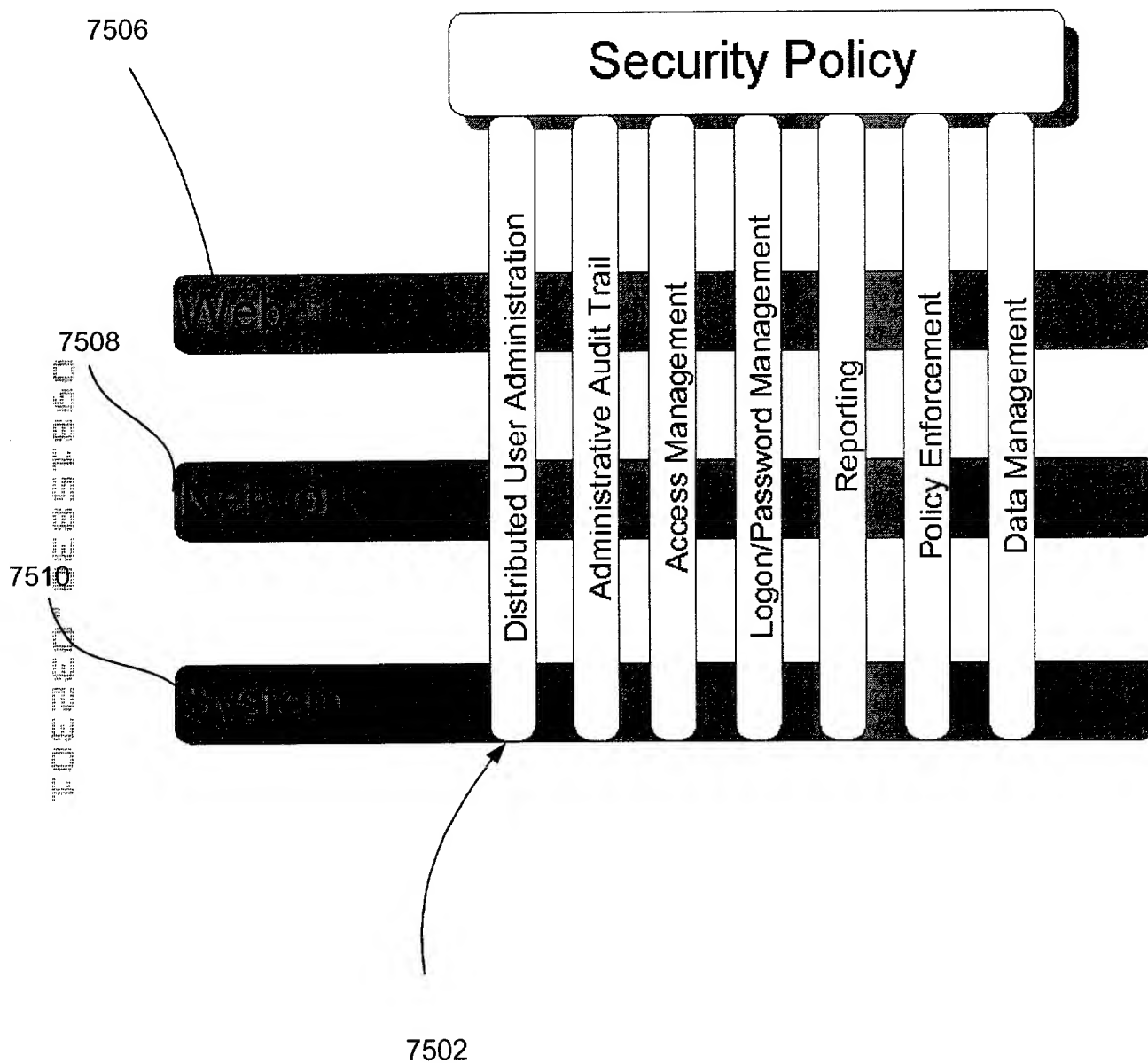


Fig. 75

7600 7602 7604 7606 7608 7610 7612 7614 7616 7618 7620 7622 7624 7626 7628 7630 7632 7634 7636 7638 7640 7642 7644 7646 7648 7650 7652 7654 7656 7658 7660 7662 7664 7666 7668 7670 7672 7674 7676 7678 7680 7682 7684 7686 7688 7690 7692 7694 7696 7698 7700

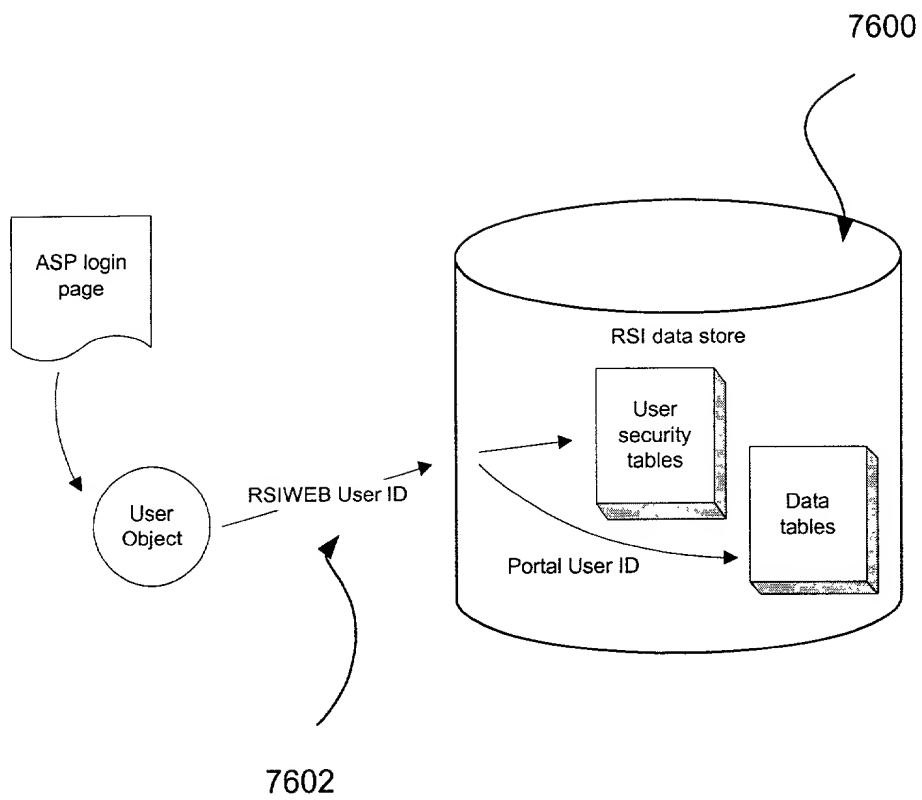


Fig. 76

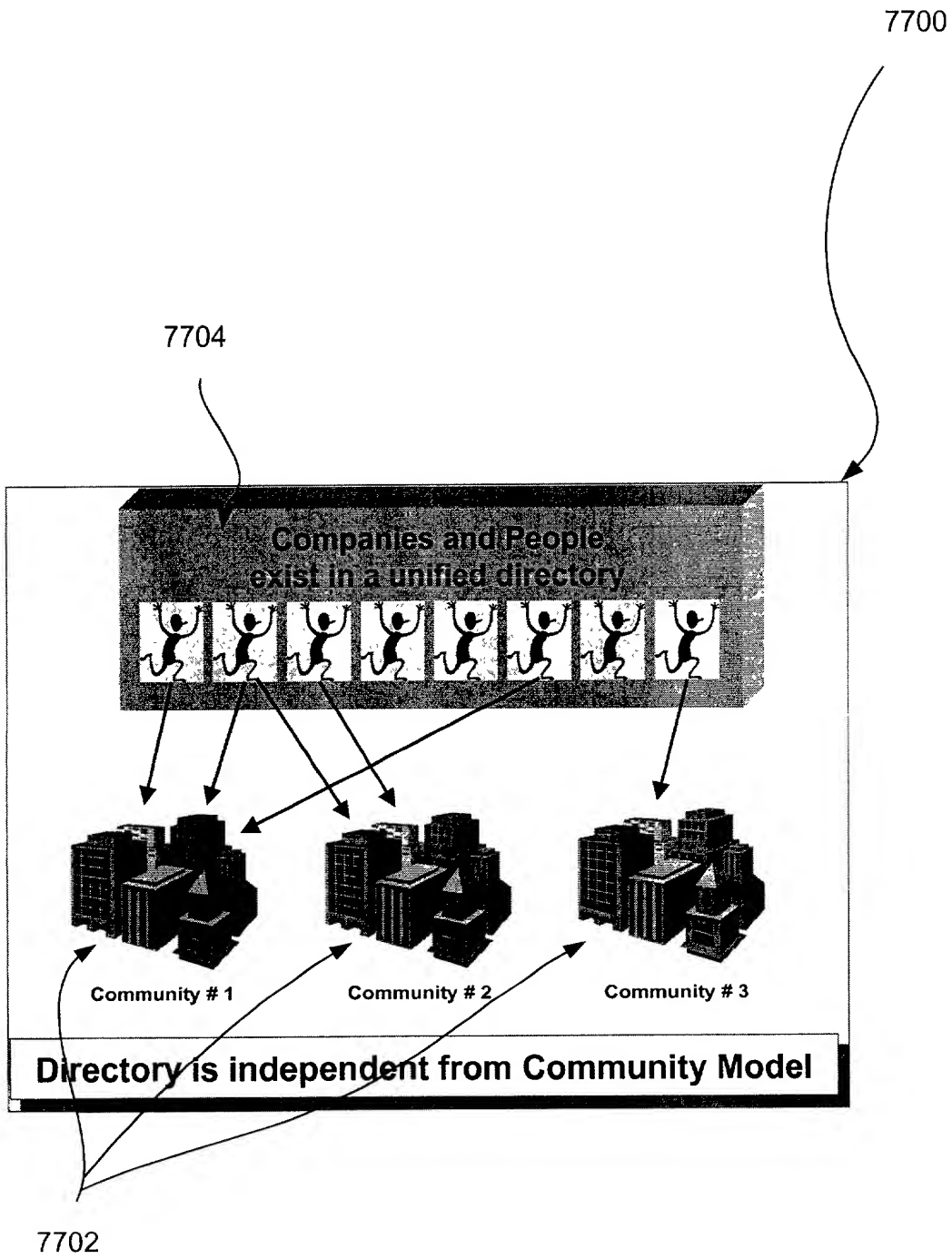


Fig. 77

7800

7802

7804

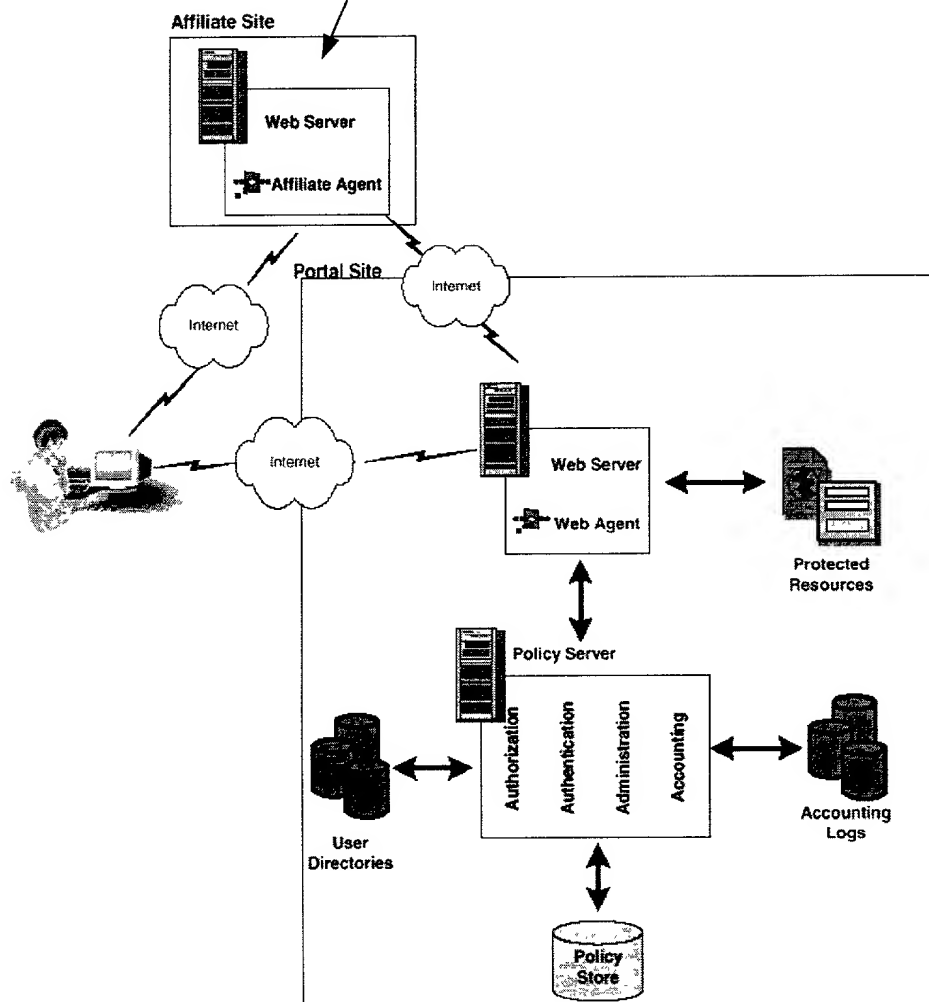


Fig. 78

7900

7902

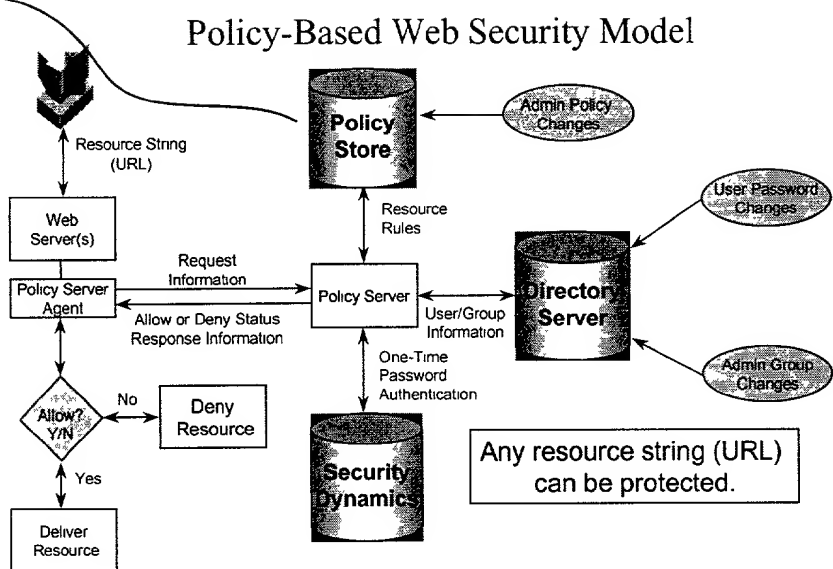


Fig. 79

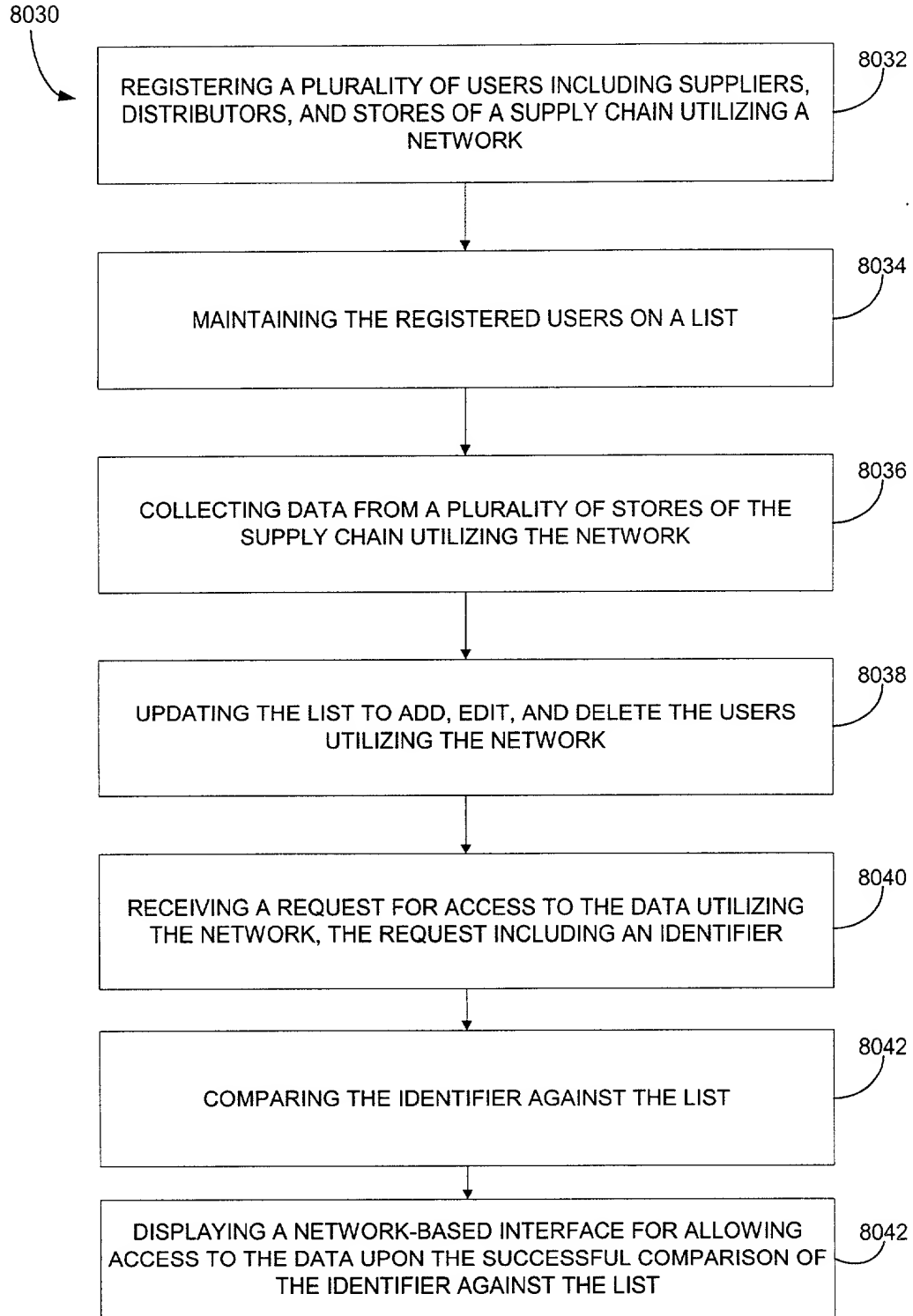


FIG. 80

FIG. 81

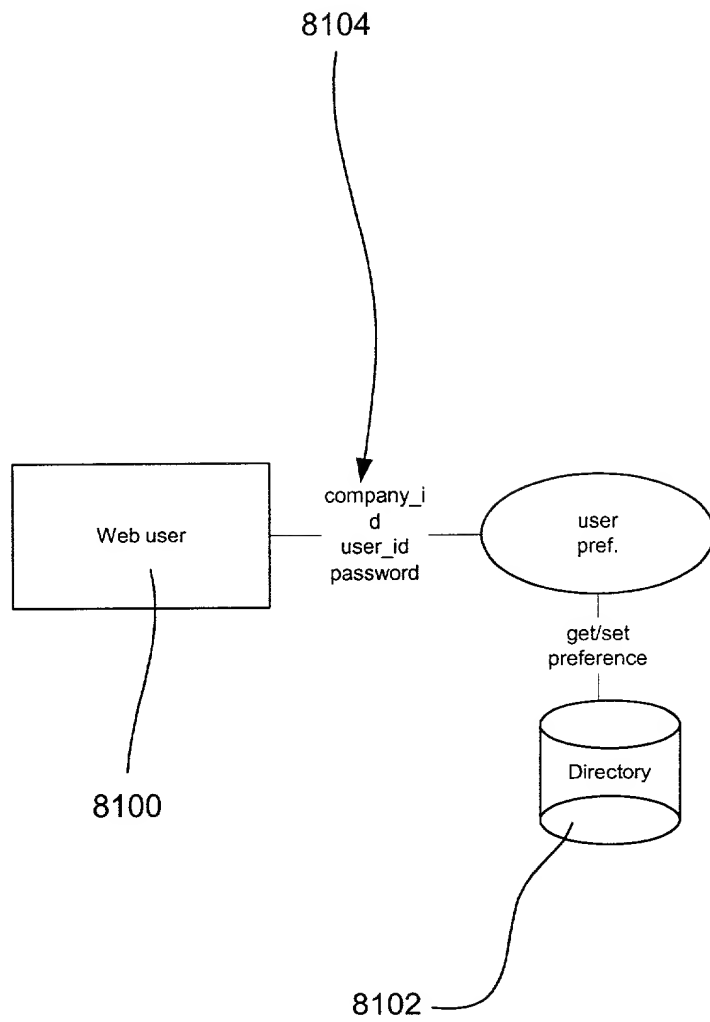


Fig. 81

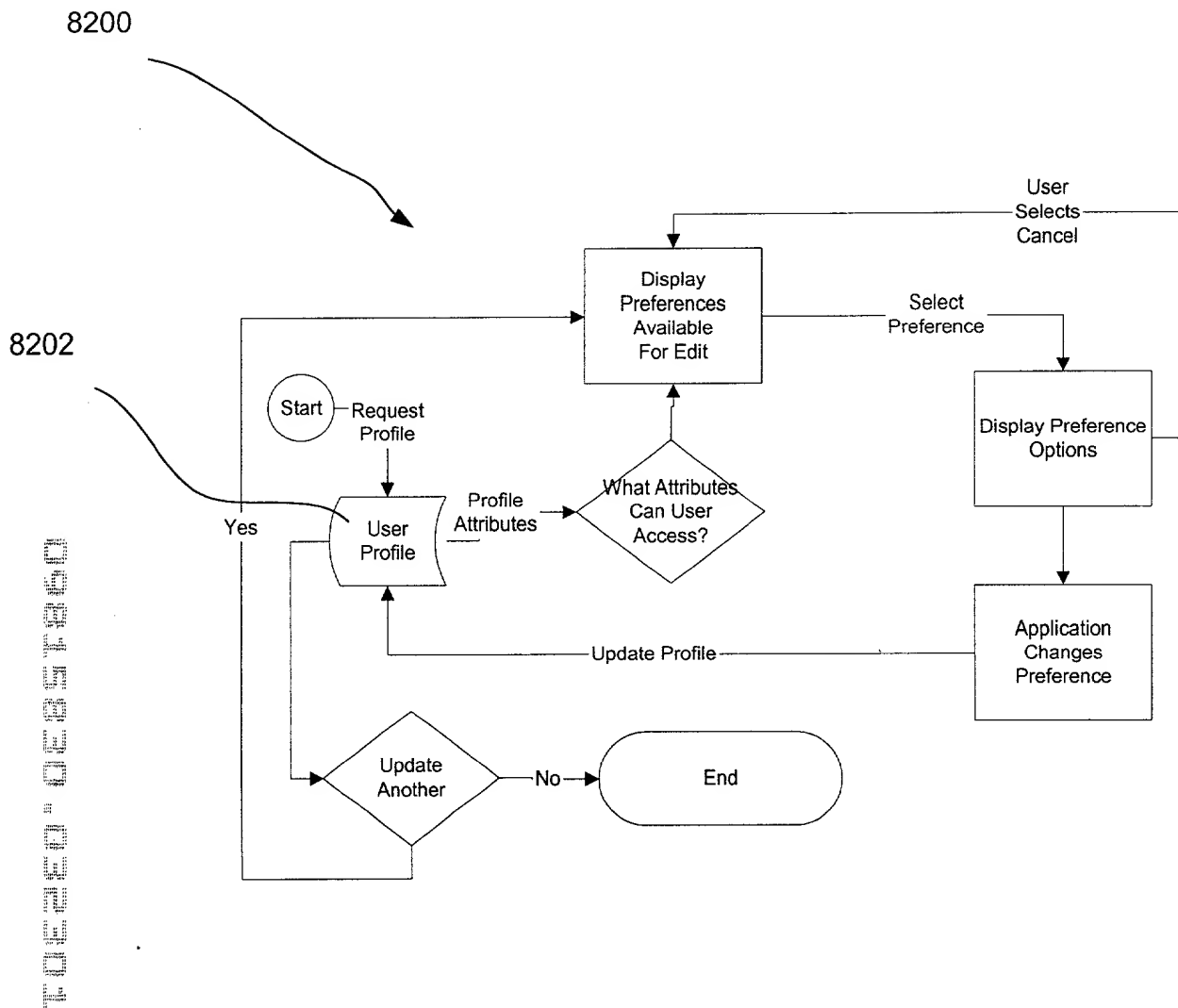


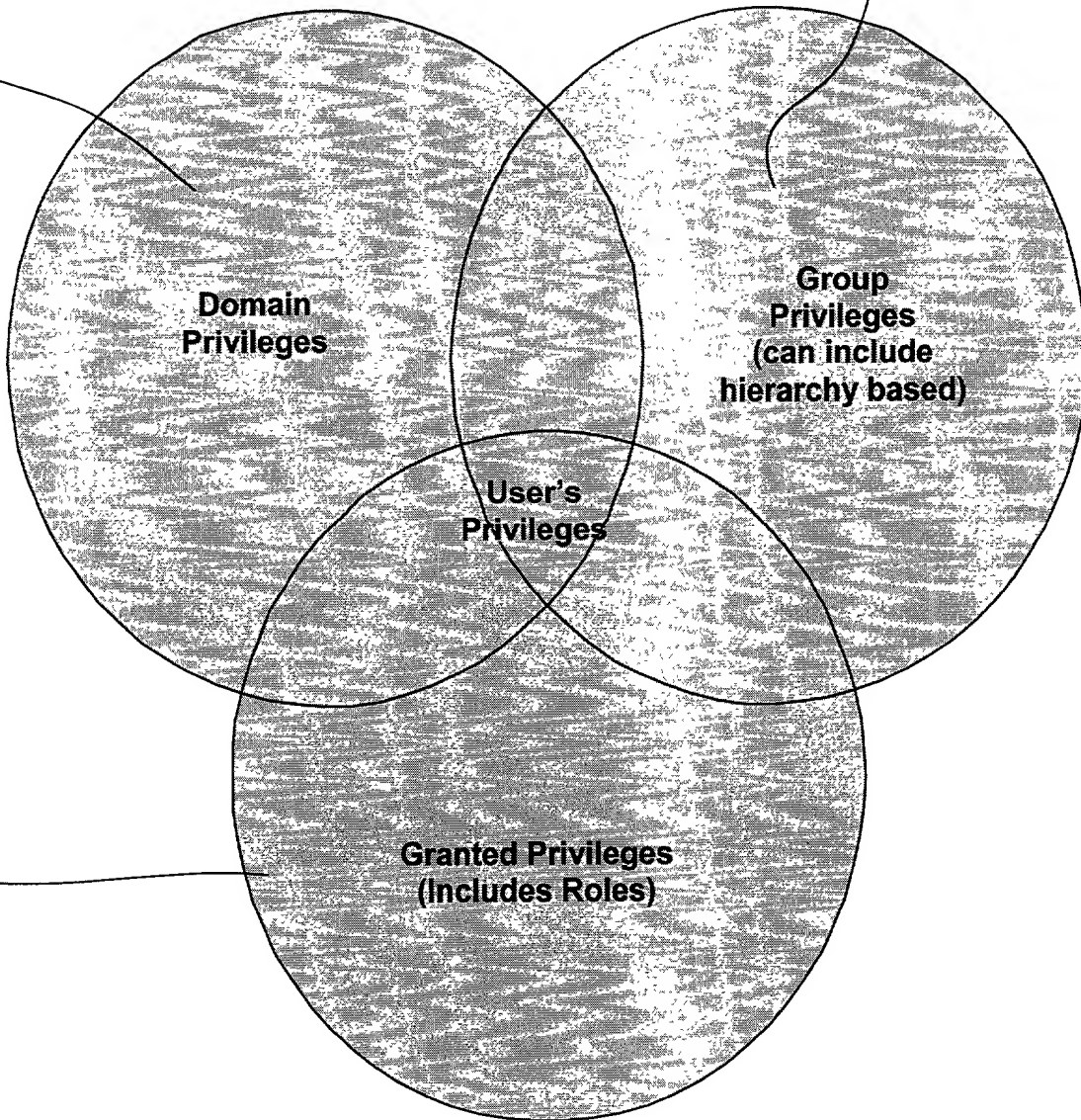
Fig. 82

TOP SECRET

8306

8302

8304



8300

Fig. 83

FIG. 84

8404

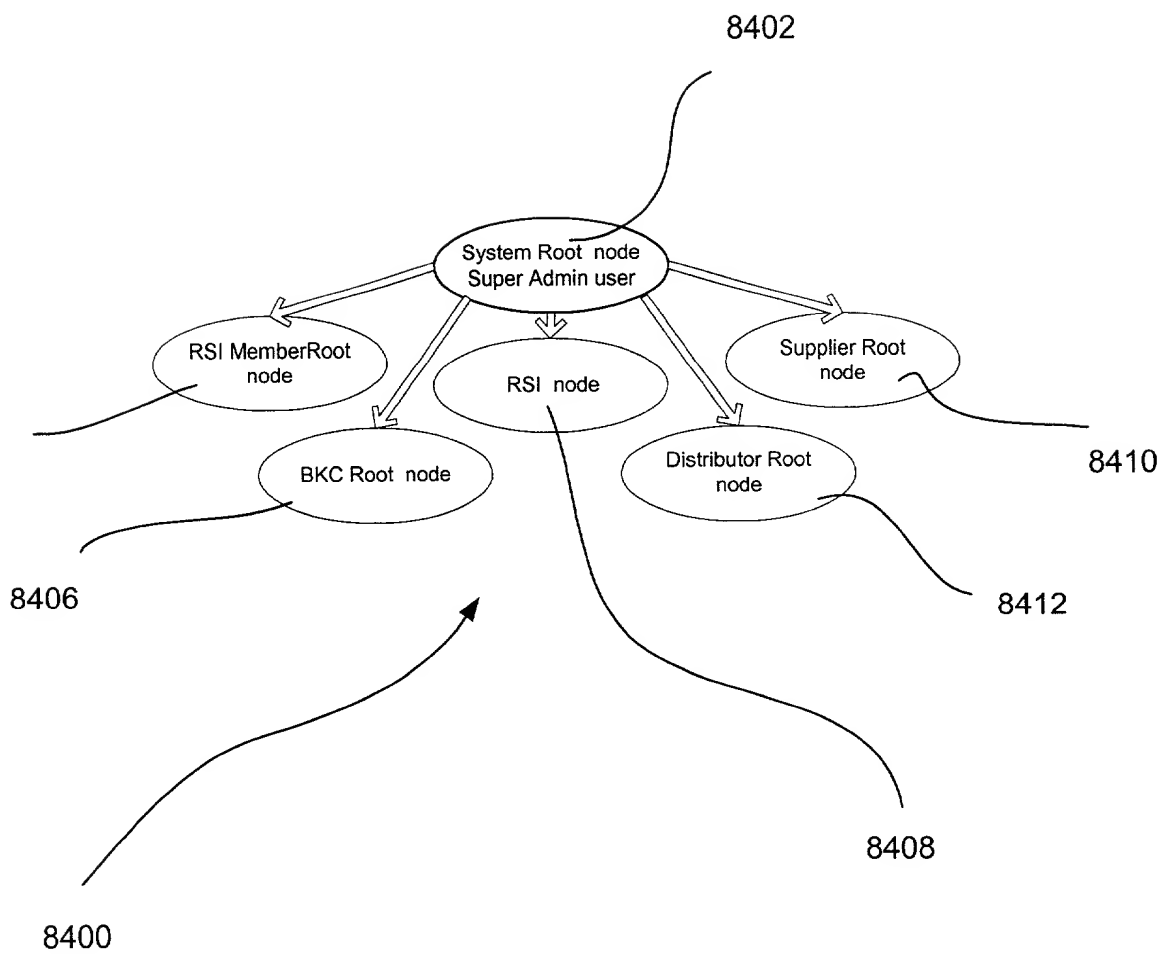


Fig. 84

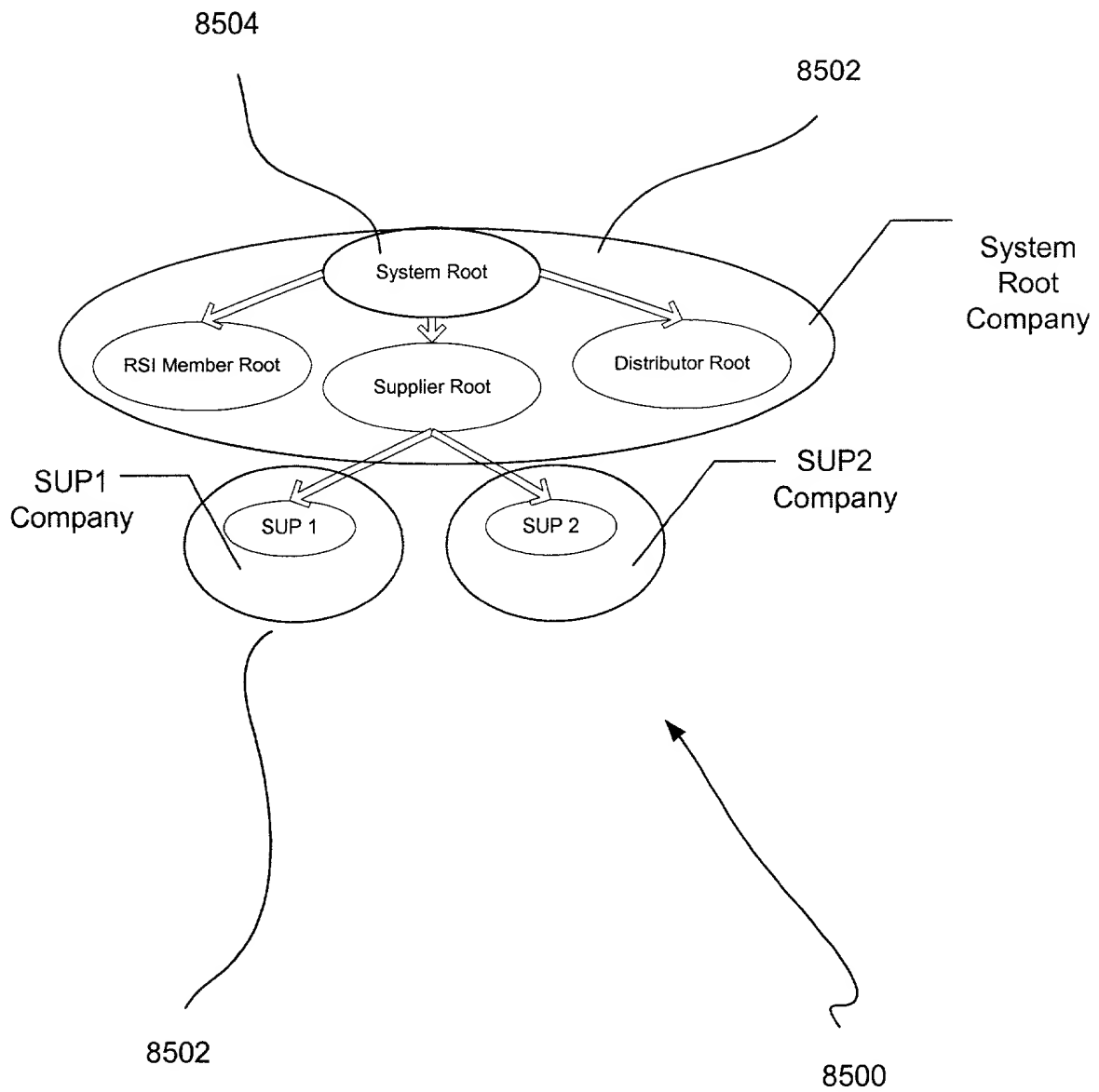
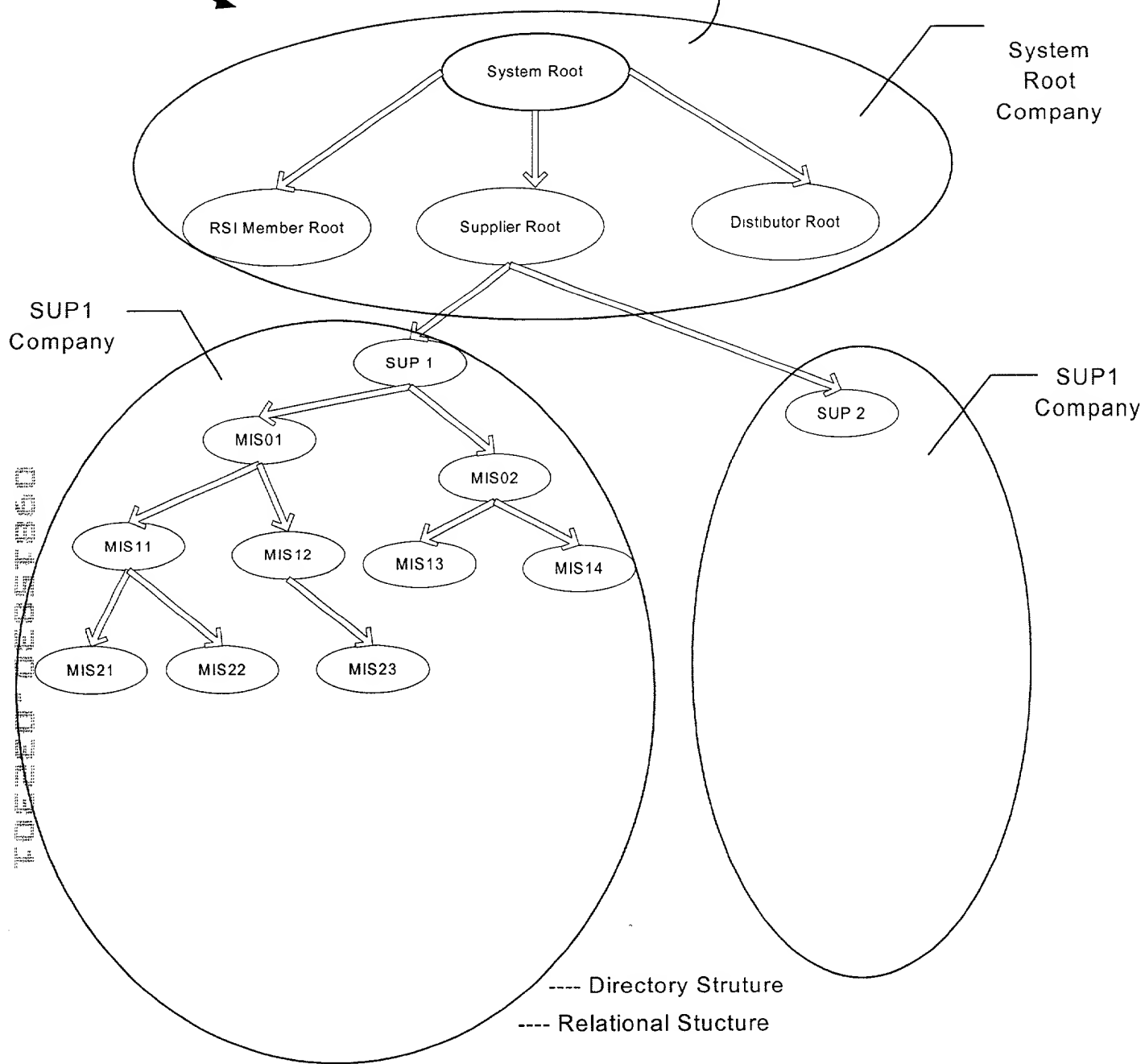


Fig. 85

8600

8602

**Fig. 86**

Group Hierarchy Management: Data Flow

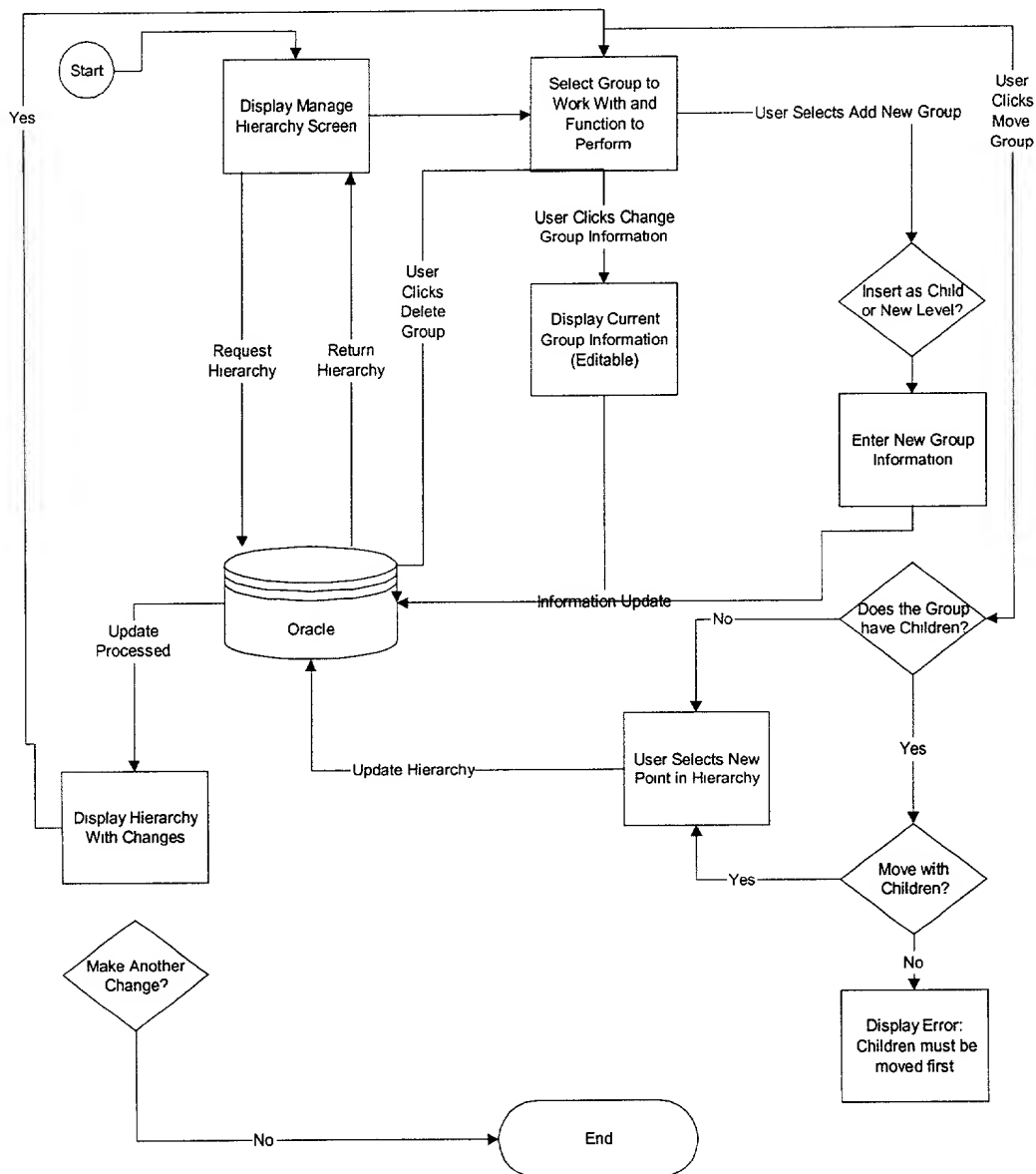


Fig. 87

8800

8804

8802

8800

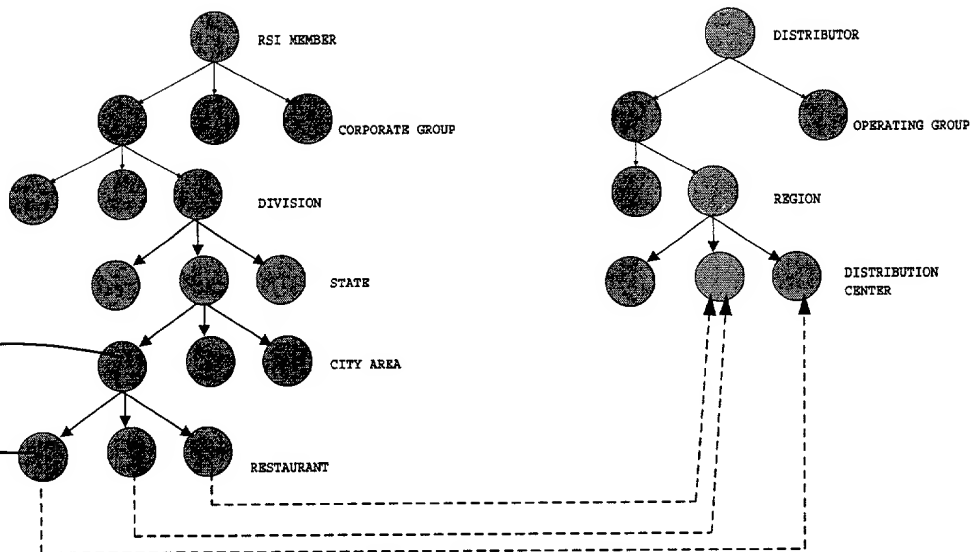


Fig. 88

8902

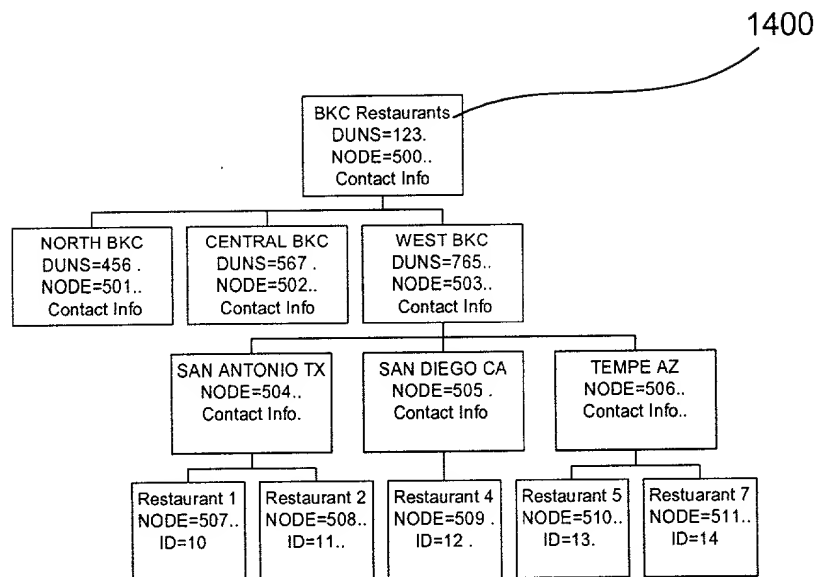


Fig. 89

9000

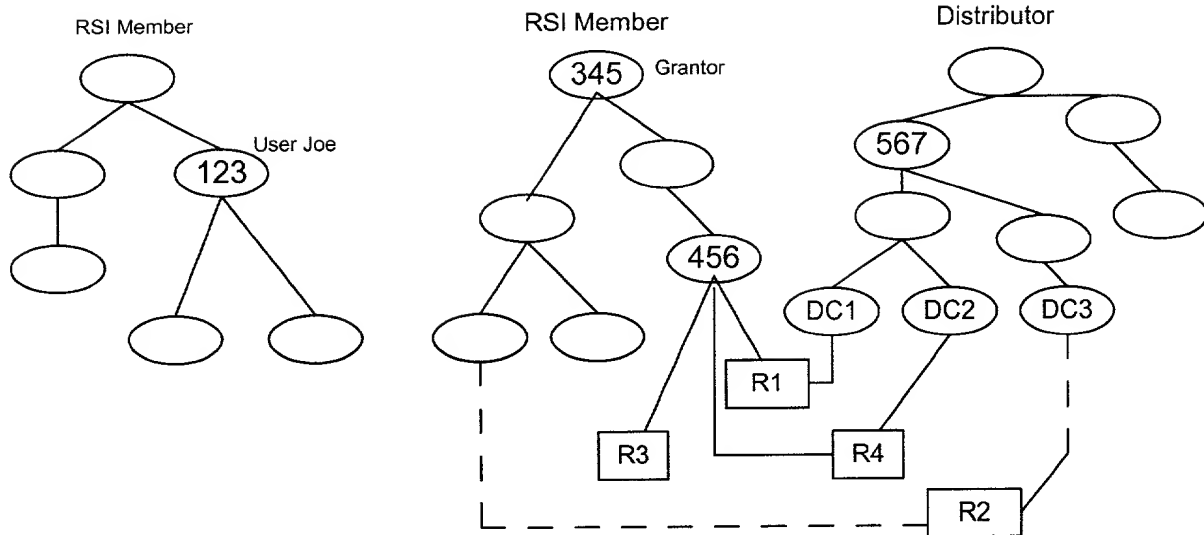


FIG. 90

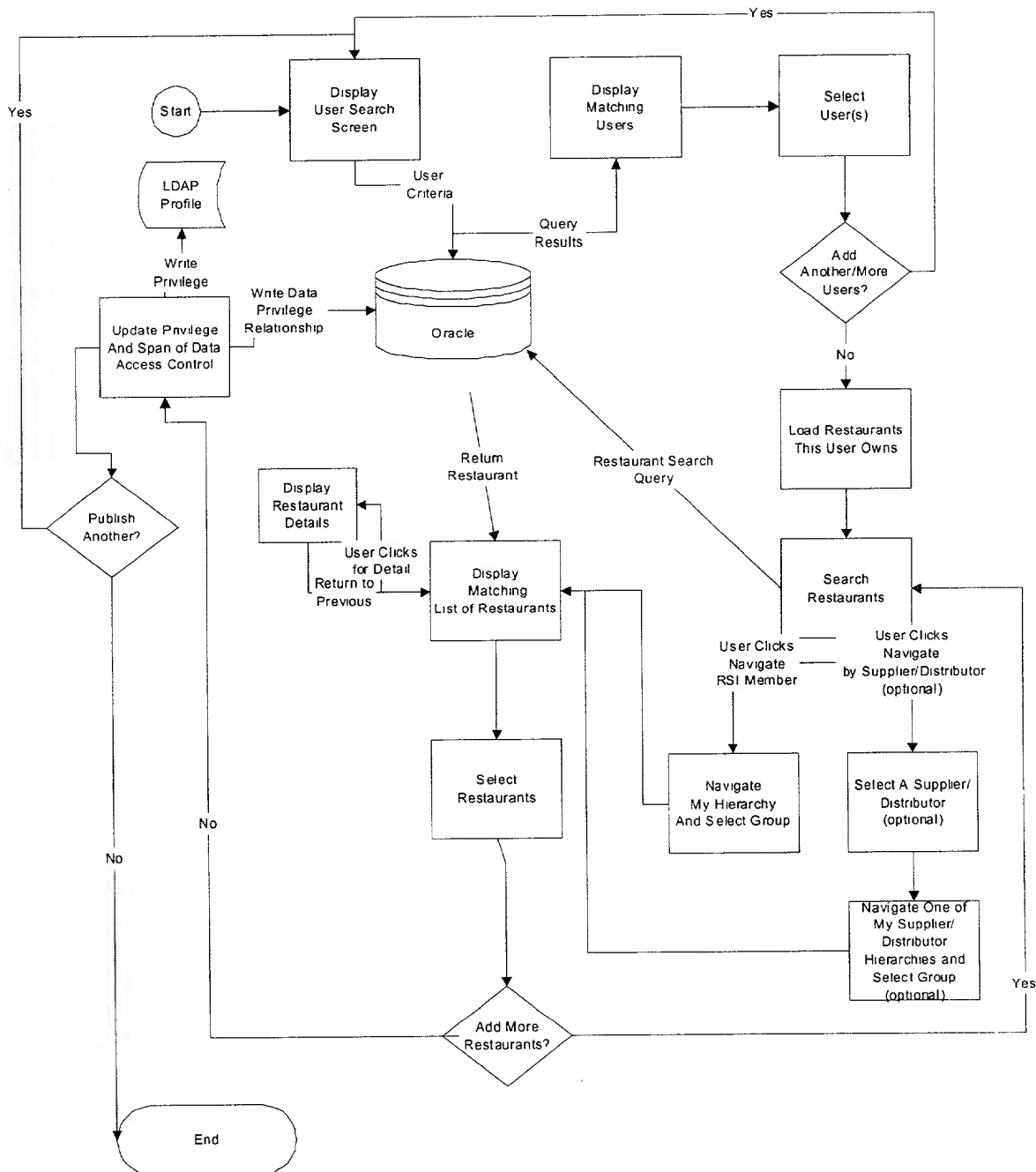


Fig. 91

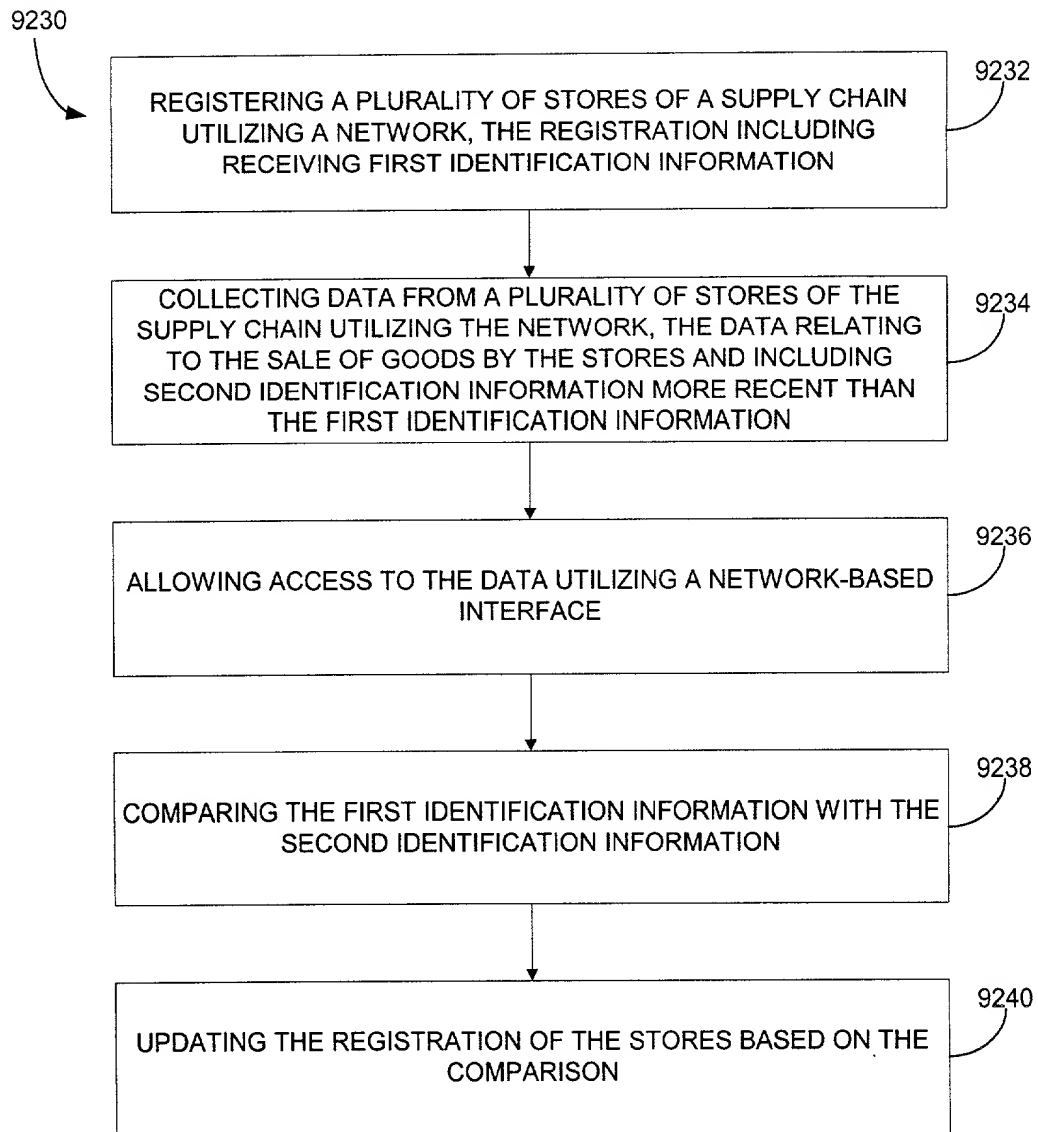


FIG. 92

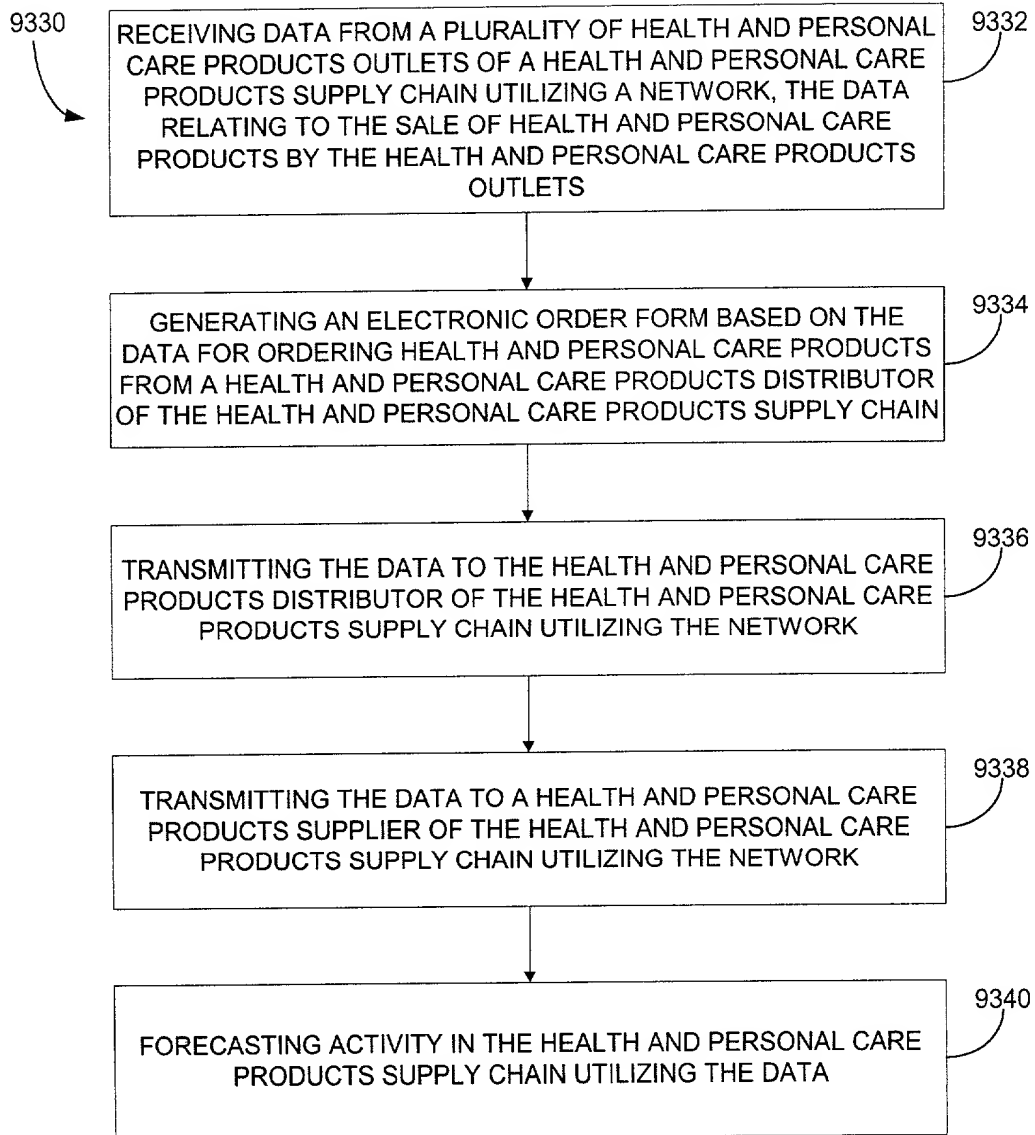


FIG. 93

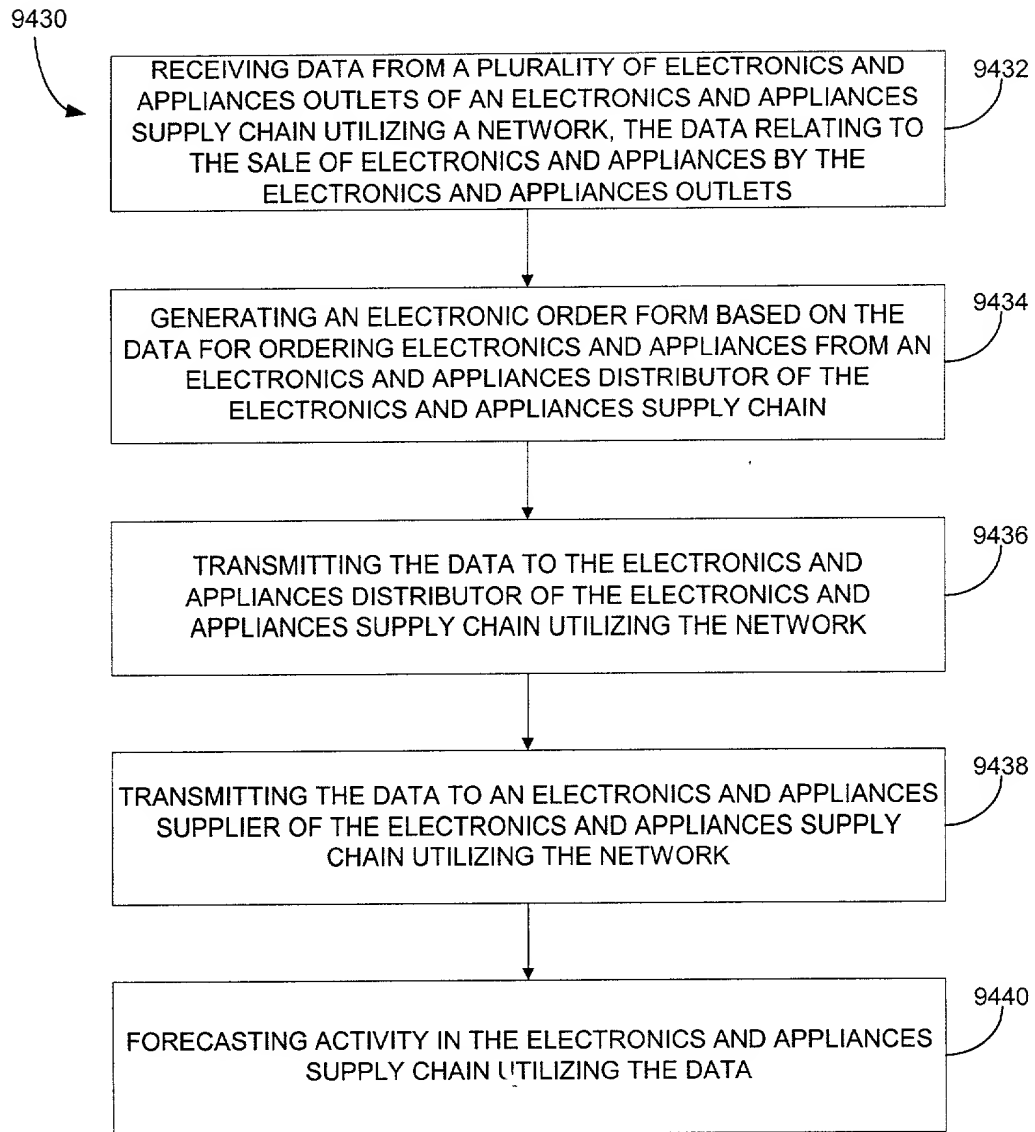


FIG. 94

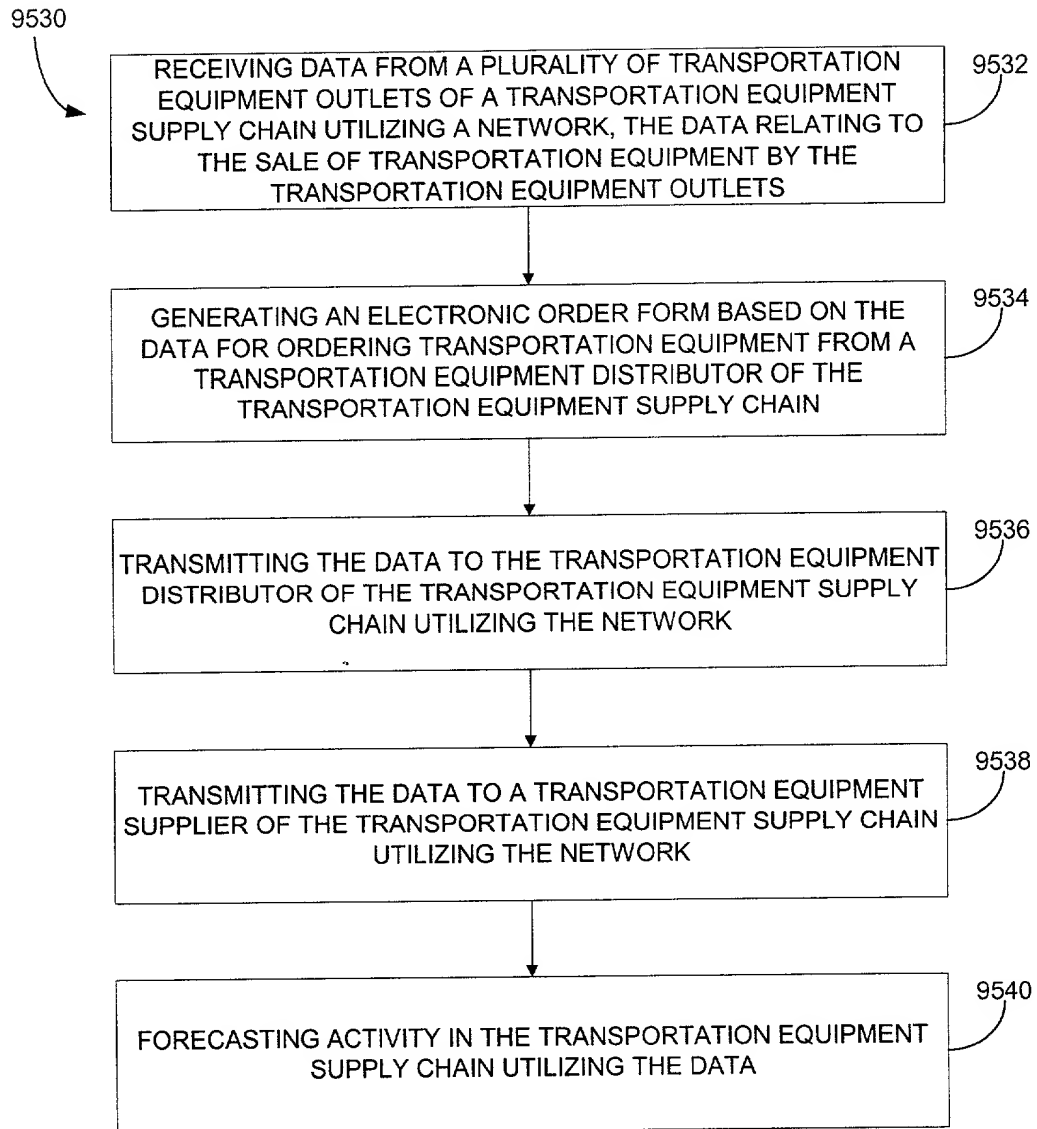


FIG. 95

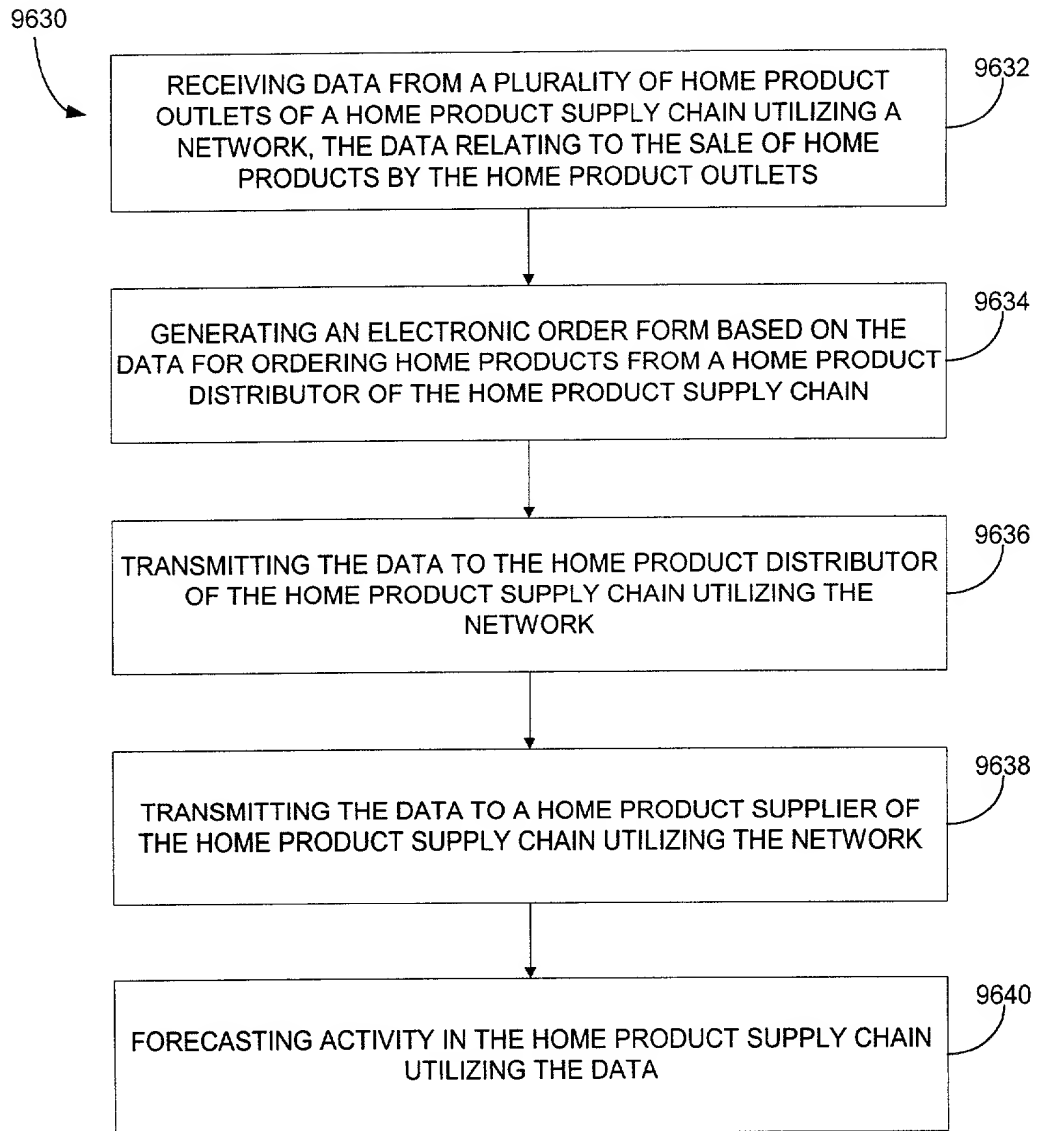


FIG. 96

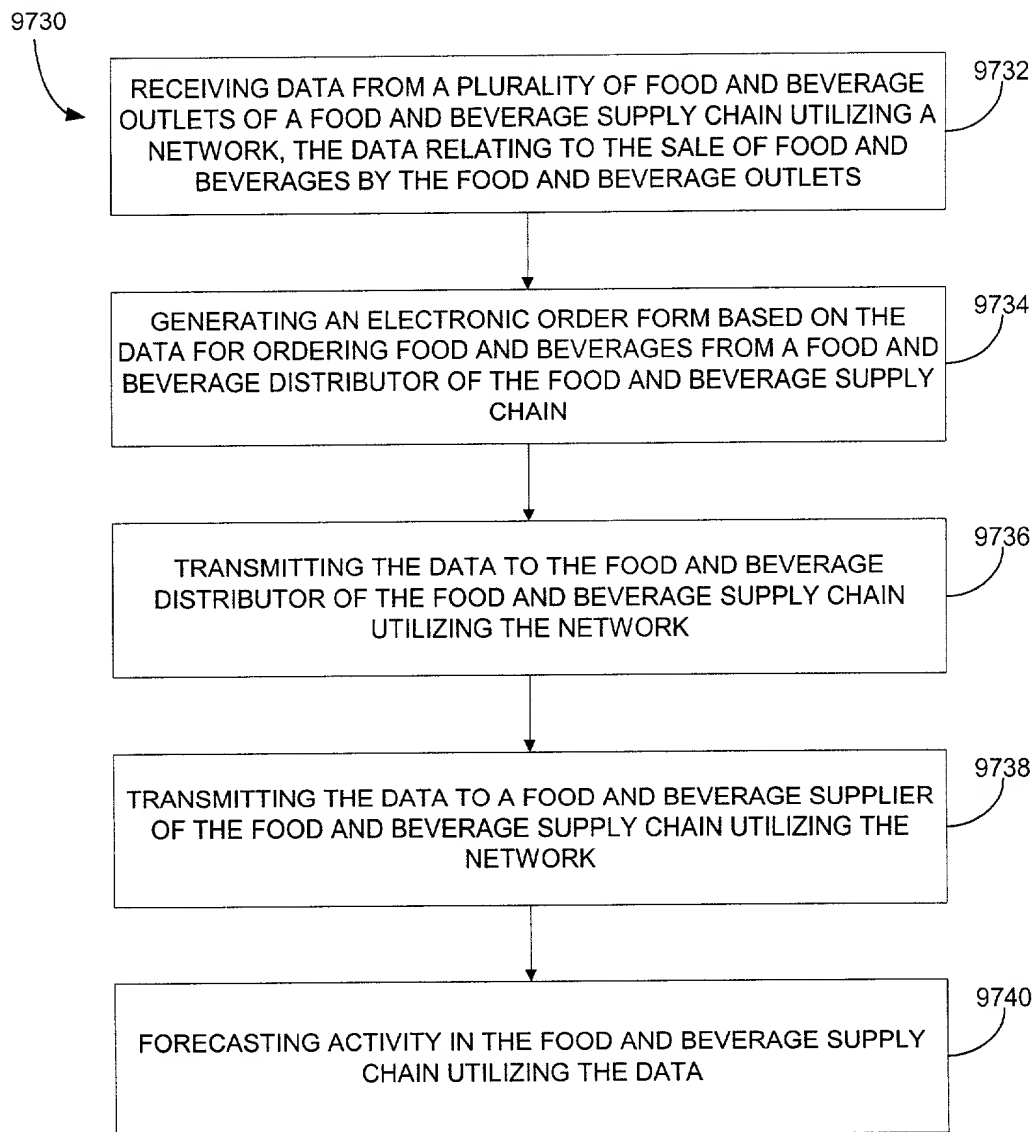


FIG. 97

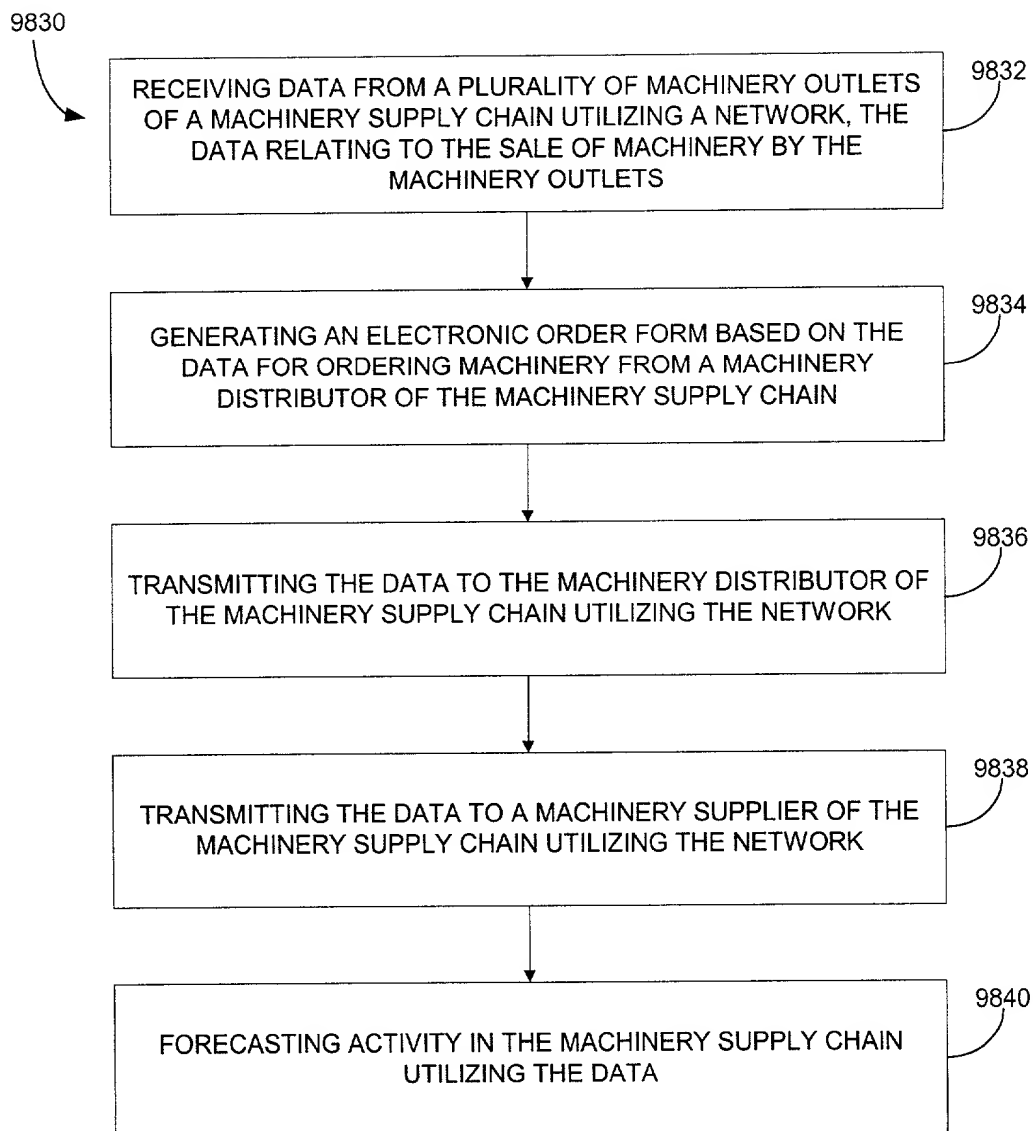


FIG. 98

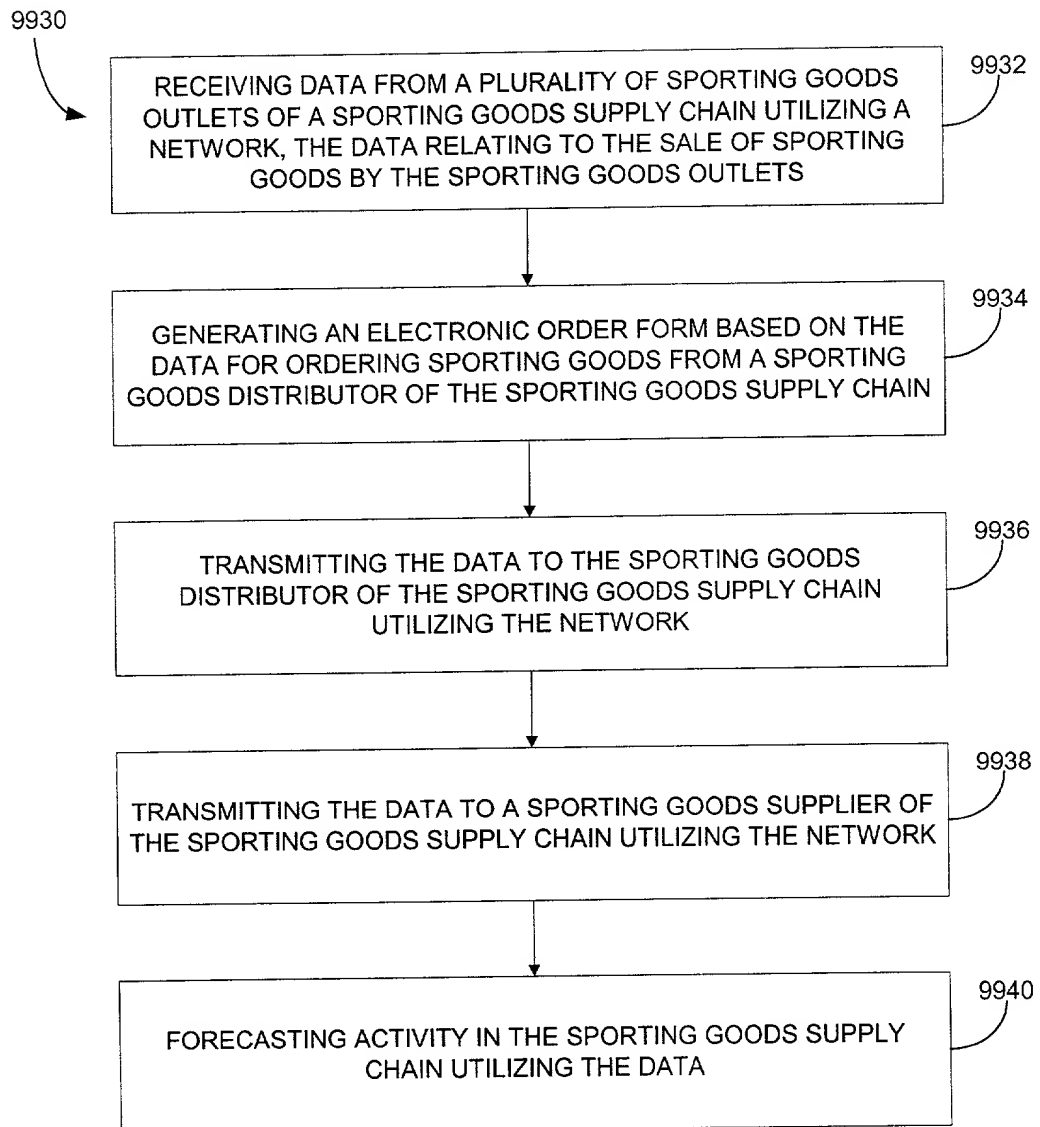


FIG. 99

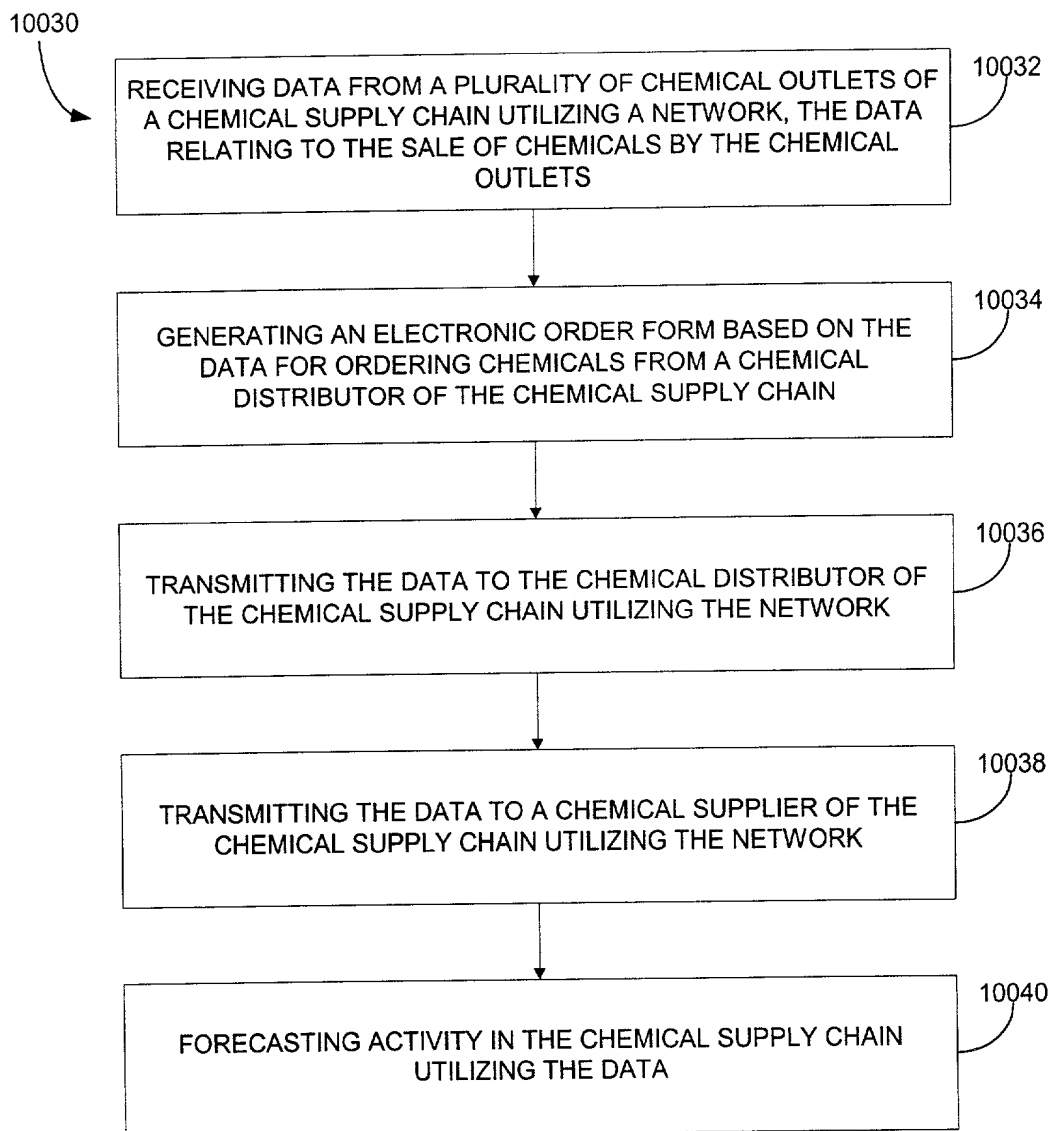


FIG. 100

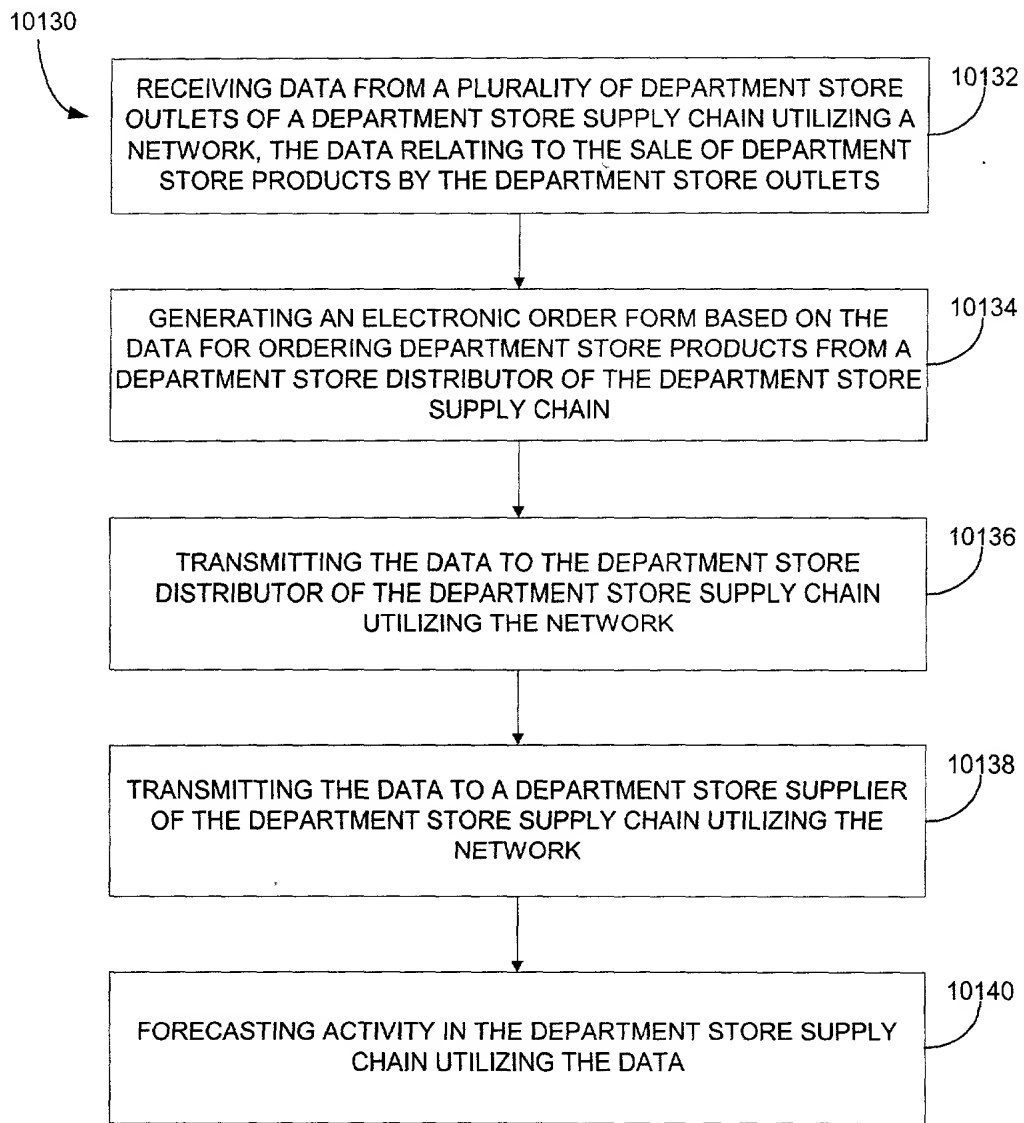


FIG. 101

```
graph TD; 10230[RECEIVING DATA FROM A PLURALITY OF OFFICE PRODUCT OUTLETS OF AN OFFICE PRODUCT SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF OFFICE PRODUCTS BY THE OFFICE PRODUCT OUTLETS] --> 10232[GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING OFFICE PRODUCTS FROM AN OFFICE PRODUCT DISTRIBUTOR OF THE OFFICE PRODUCT SUPPLY CHAIN]; 10232 --> 10236[TRANSMITTING THE DATA TO THE OFFICE PRODUCT DISTRIBUTOR OF THE OFFICE PRODUCT SUPPLY CHAIN UTILIZING THE NETWORK]; 10236 --> 10238[TRANSMITTING THE DATA TO AN OFFICE PRODUCT SUPPLIER OF THE OFFICE PRODUCT SUPPLY CHAIN UTILIZING THE NETWORK]; 10238 --> 10240[FORECASTING ACTIVITY IN THE OFFICE PRODUCT SUPPLY CHAIN UTILIZING THE DATA];
```

10230

RECEIVING DATA FROM A PLURALITY OF OFFICE PRODUCT OUTLETS OF AN OFFICE PRODUCT SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF OFFICE PRODUCTS BY THE OFFICE PRODUCT OUTLETS

10232

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING OFFICE PRODUCTS FROM AN OFFICE PRODUCT DISTRIBUTOR OF THE OFFICE PRODUCT SUPPLY CHAIN

10236

TRANSMITTING THE DATA TO THE OFFICE PRODUCT DISTRIBUTOR OF THE OFFICE PRODUCT SUPPLY CHAIN UTILIZING THE NETWORK

10238

TRANSMITTING THE DATA TO AN OFFICE PRODUCT SUPPLIER OF THE OFFICE PRODUCT SUPPLY CHAIN UTILIZING THE NETWORK

10240

FORECASTING ACTIVITY IN THE OFFICE PRODUCT SUPPLY CHAIN UTILIZING THE DATA

FIG. 102A

10260

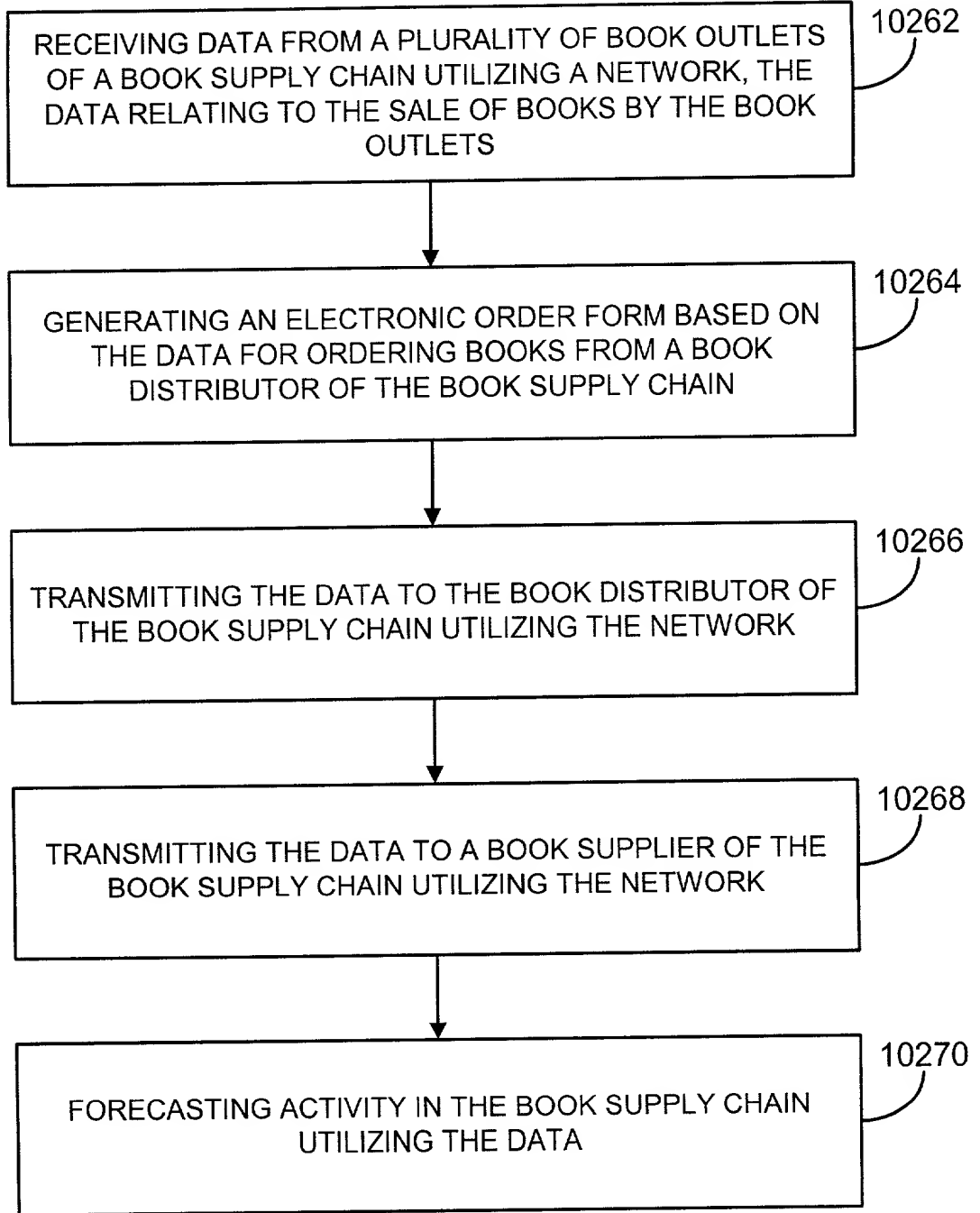


FIG. 102B

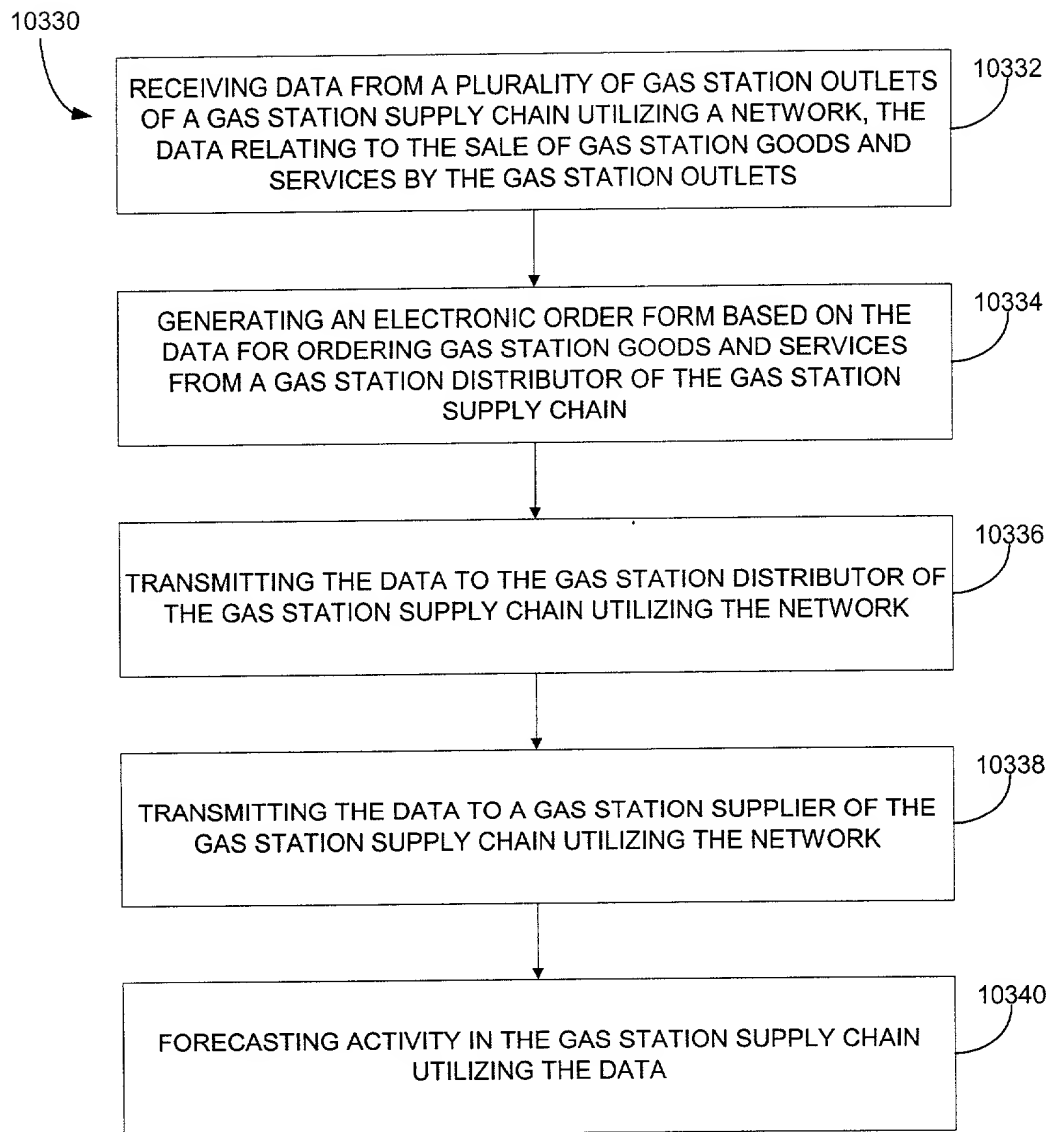


FIG. 103

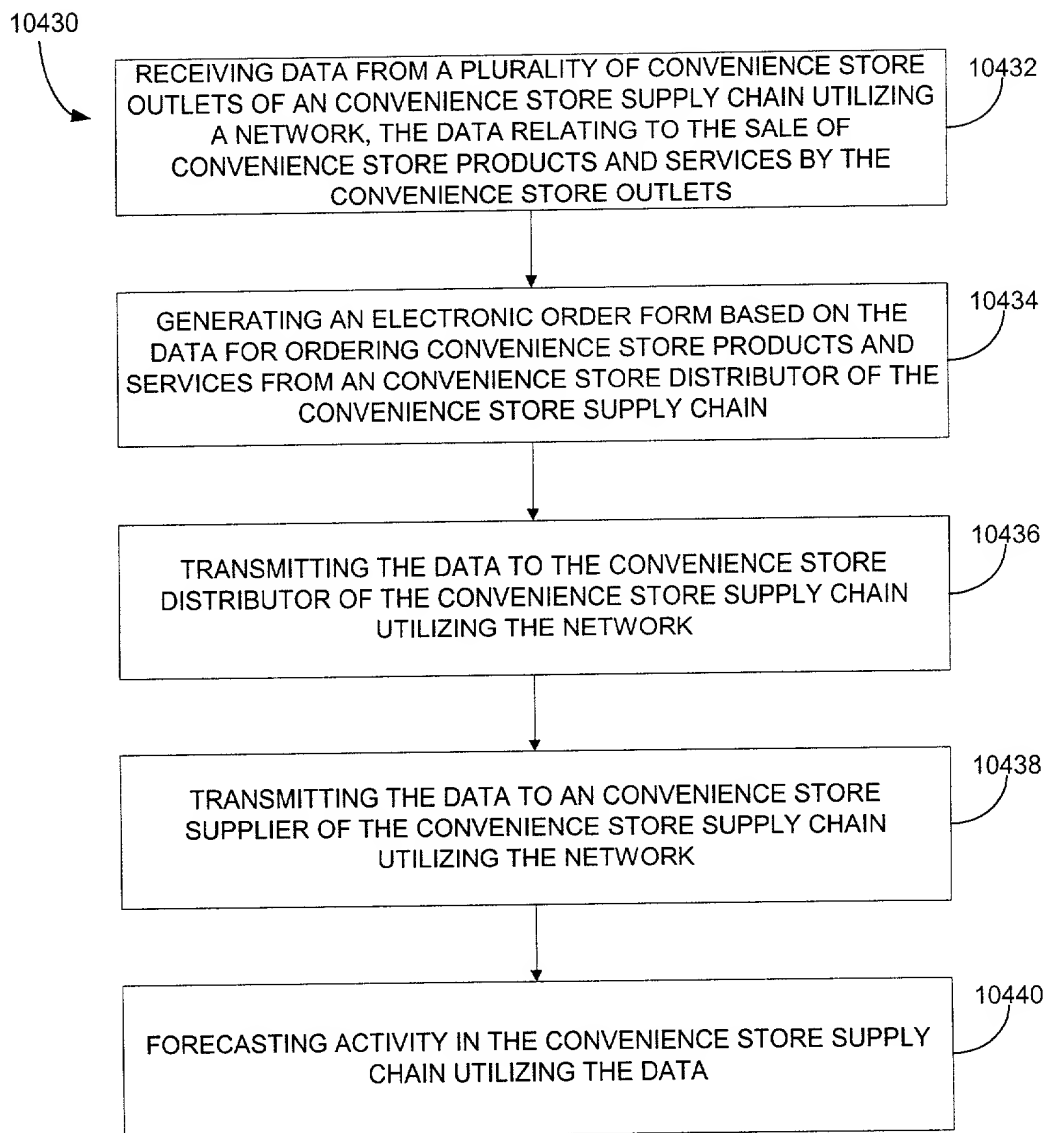


FIG. 104A

10460

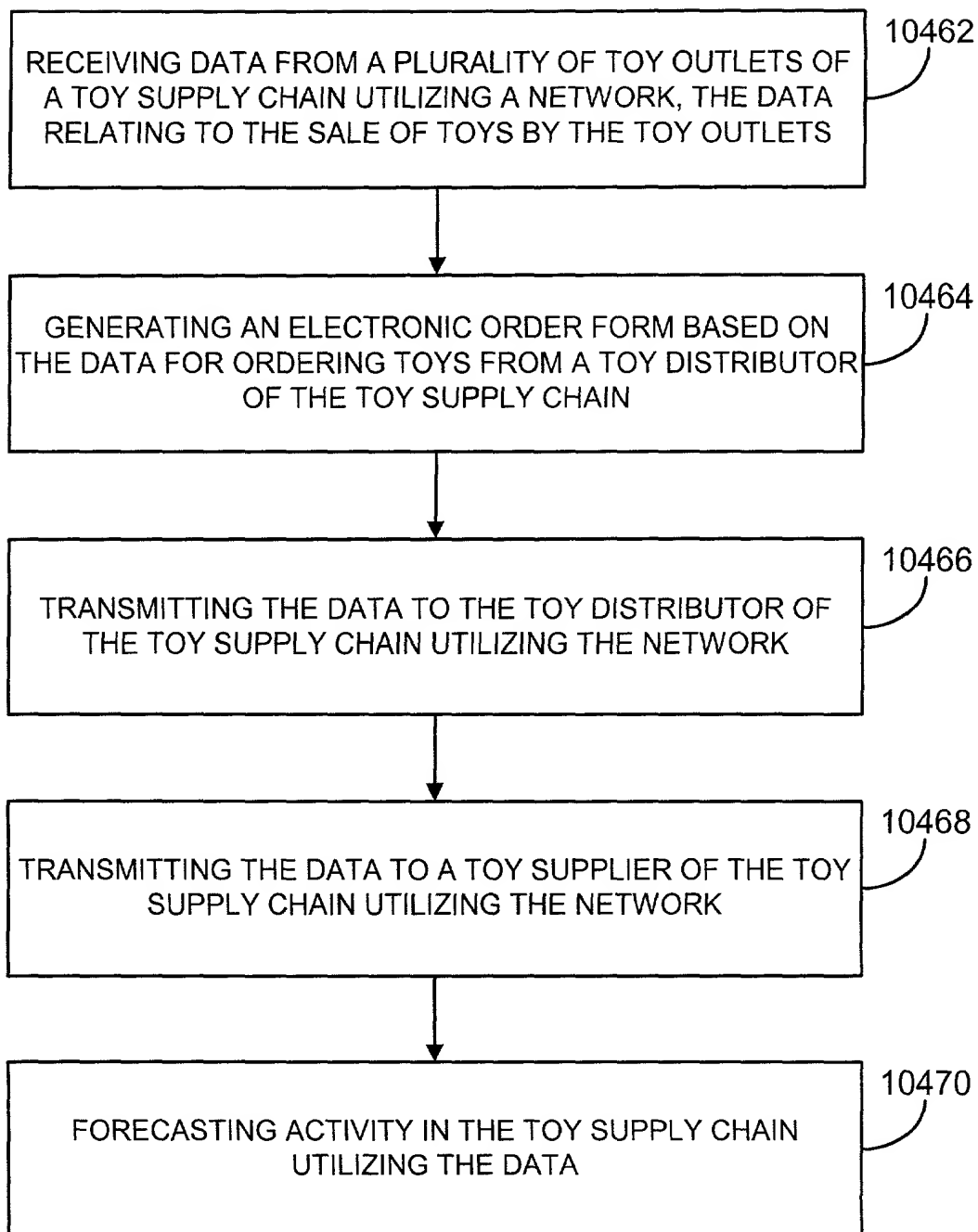


FIG. 104B

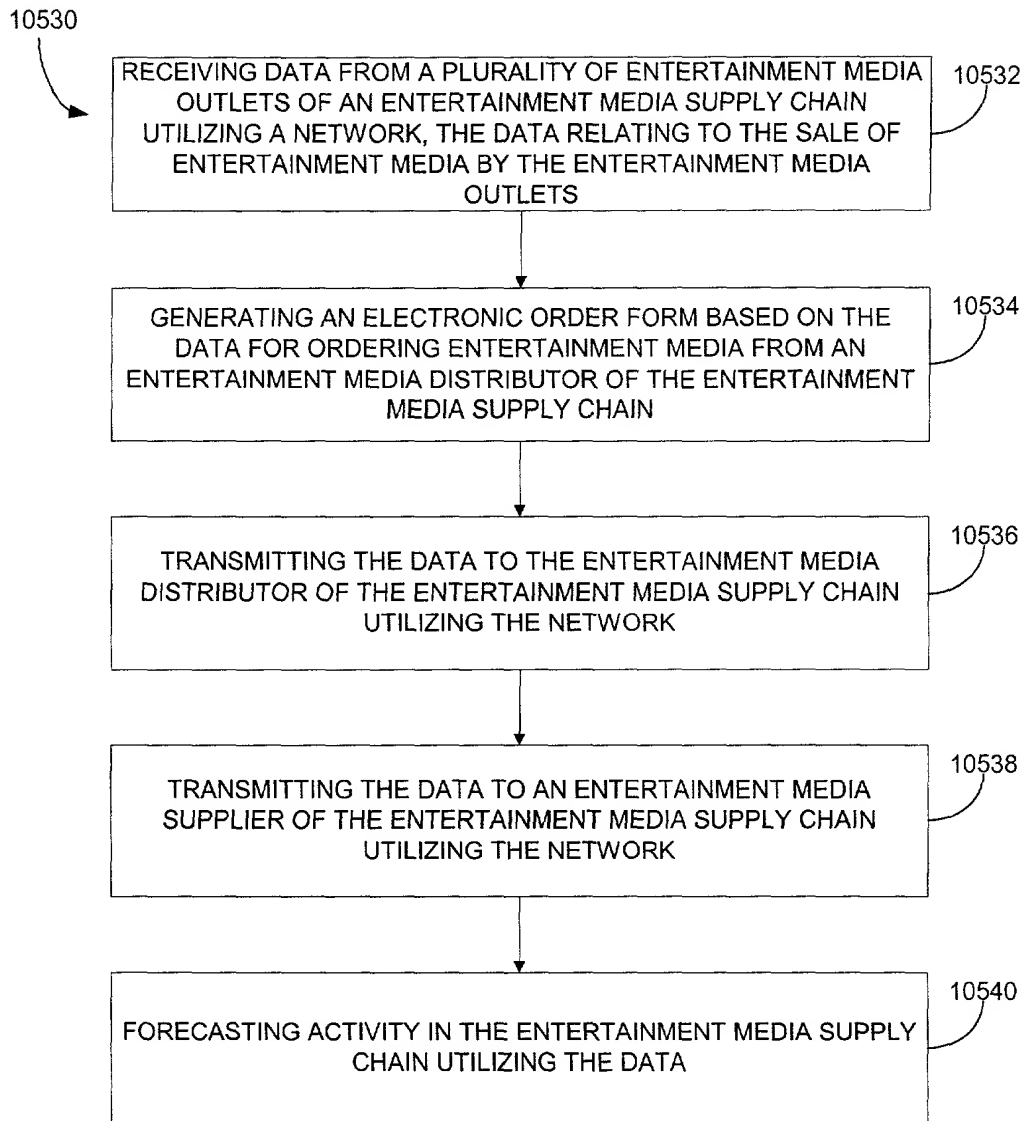


FIG. 105

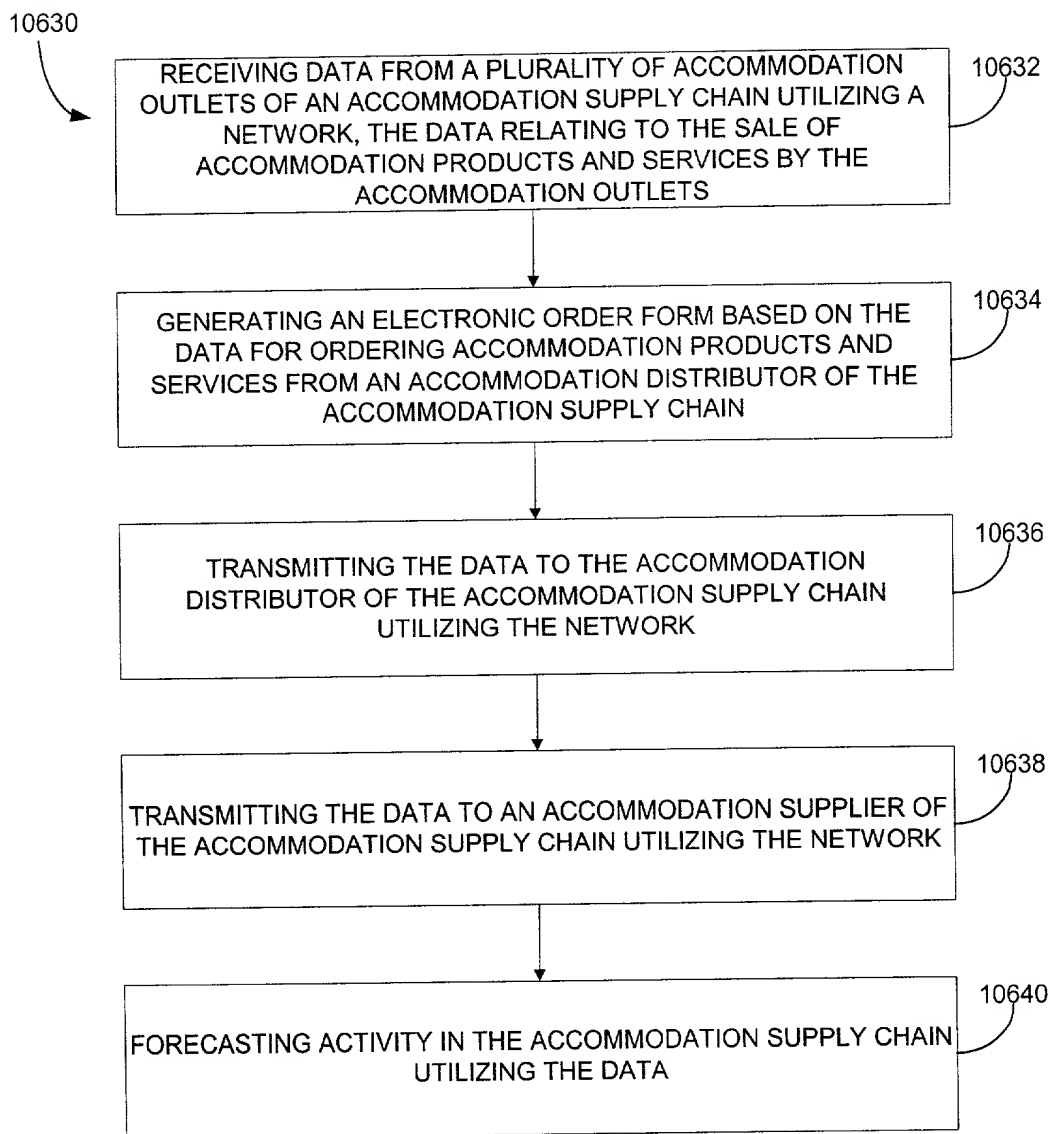


FIG. 106

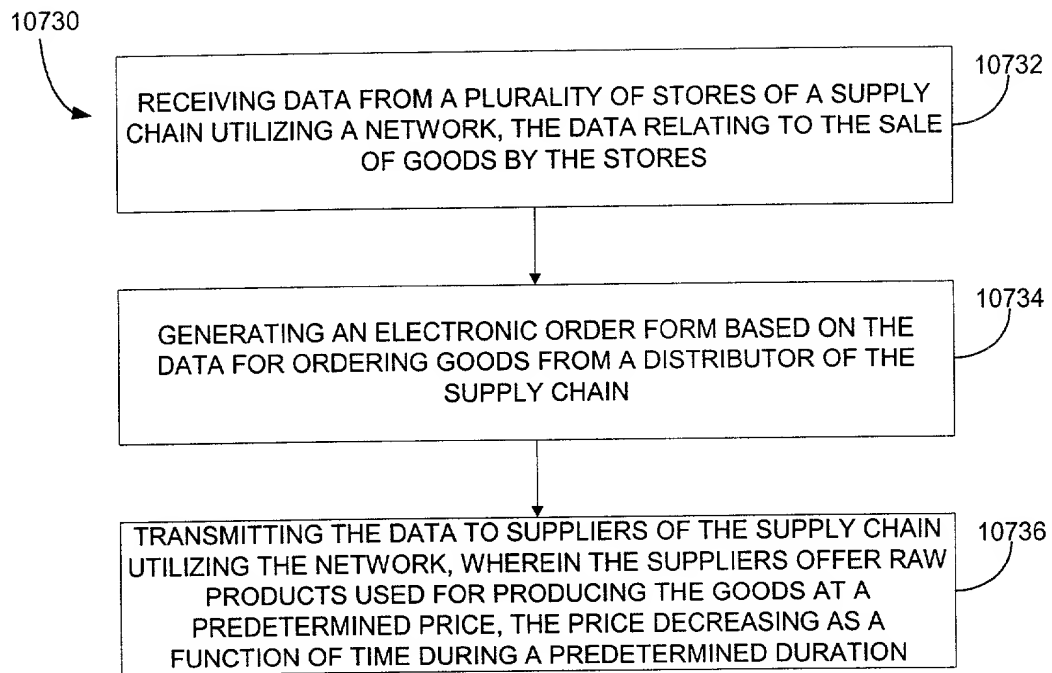


FIG. 107

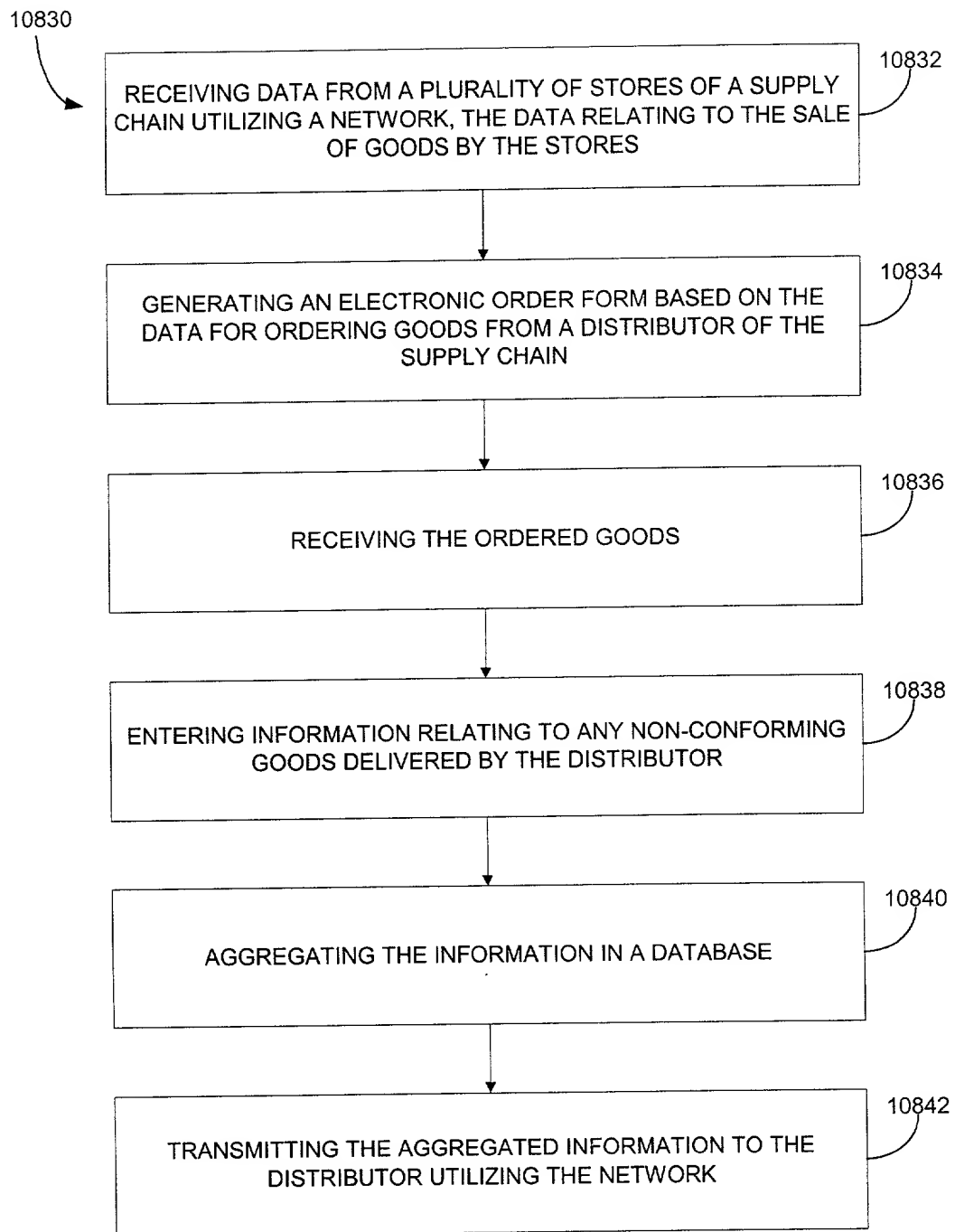


FIG. 108

10900

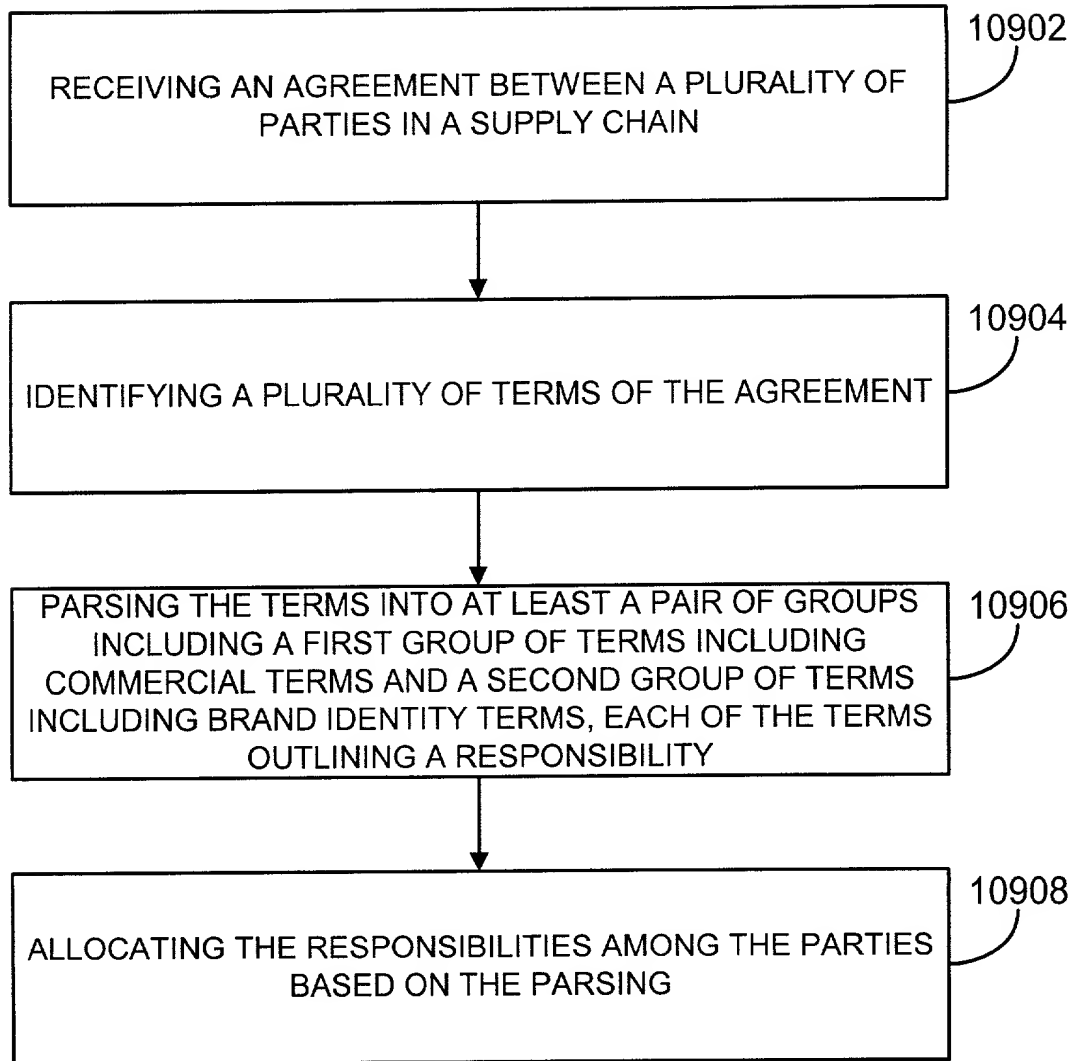


FIG. 109

11000



RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002



DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004



COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

FIG. 110

11100

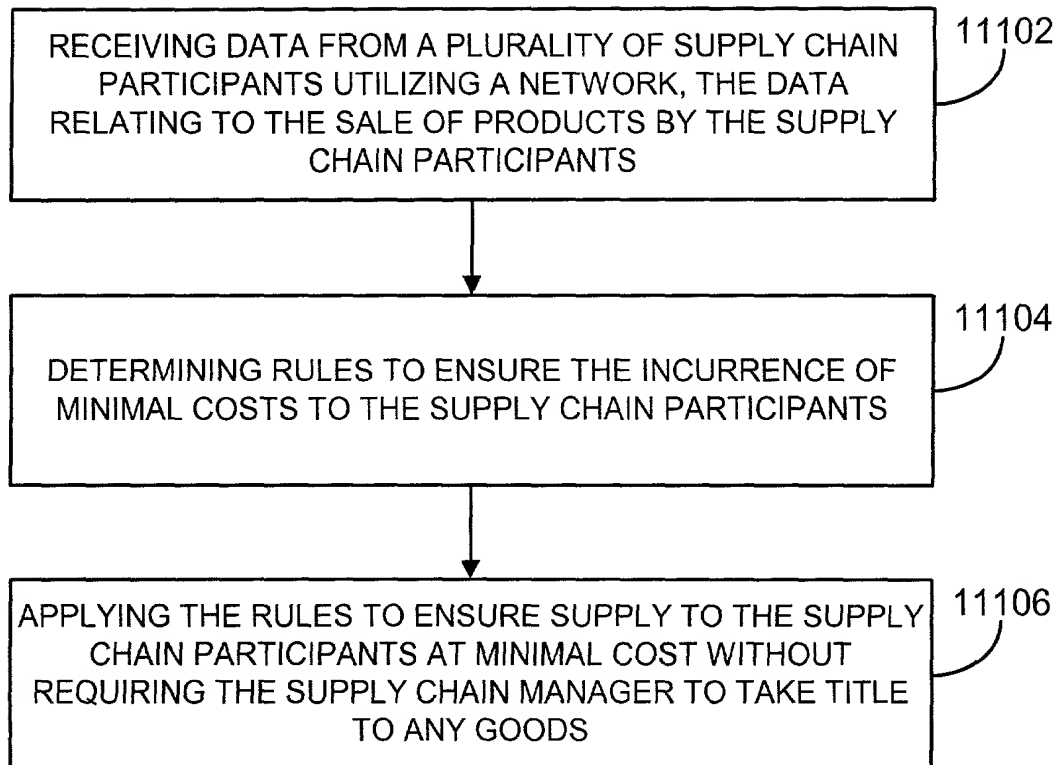


FIG. 111

11200

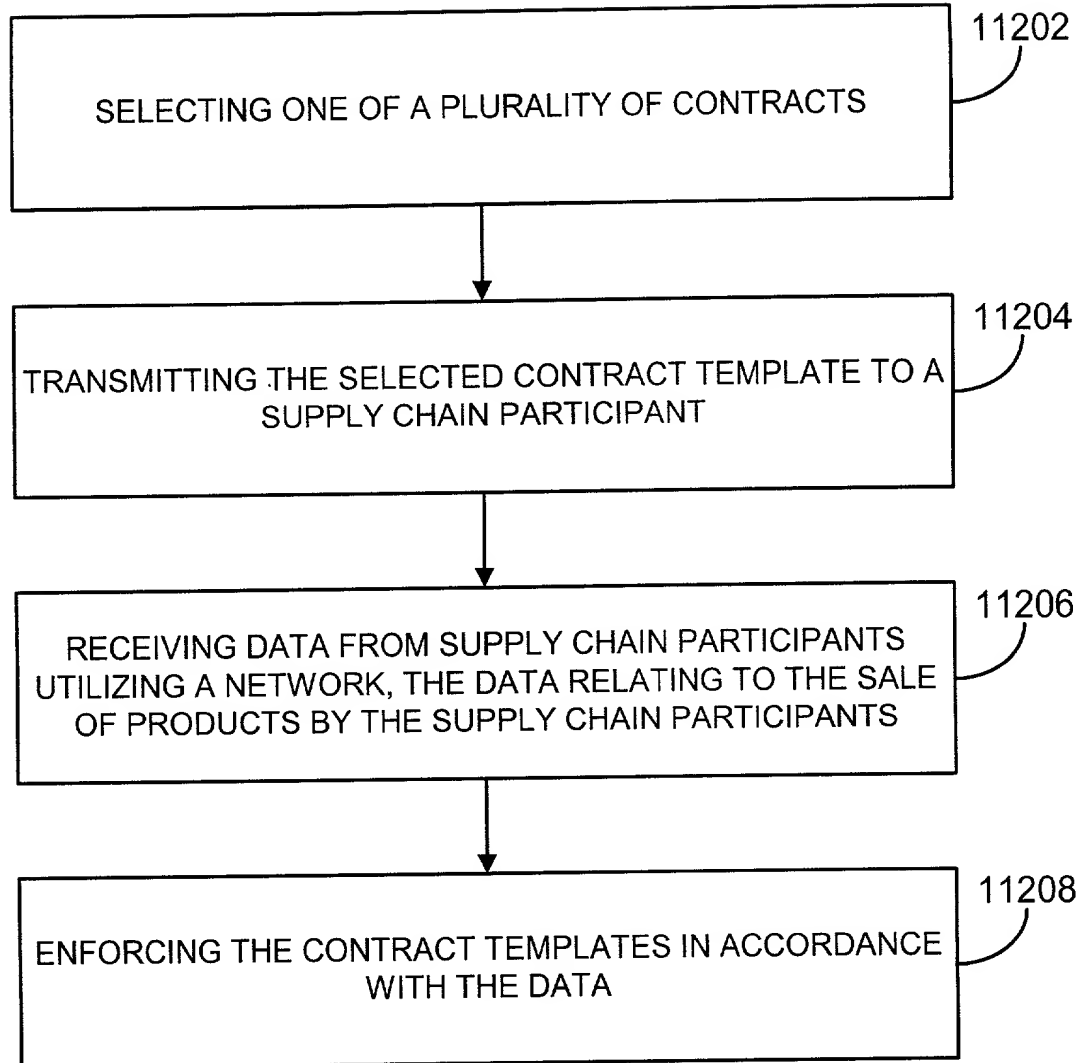


FIG. 112

11300

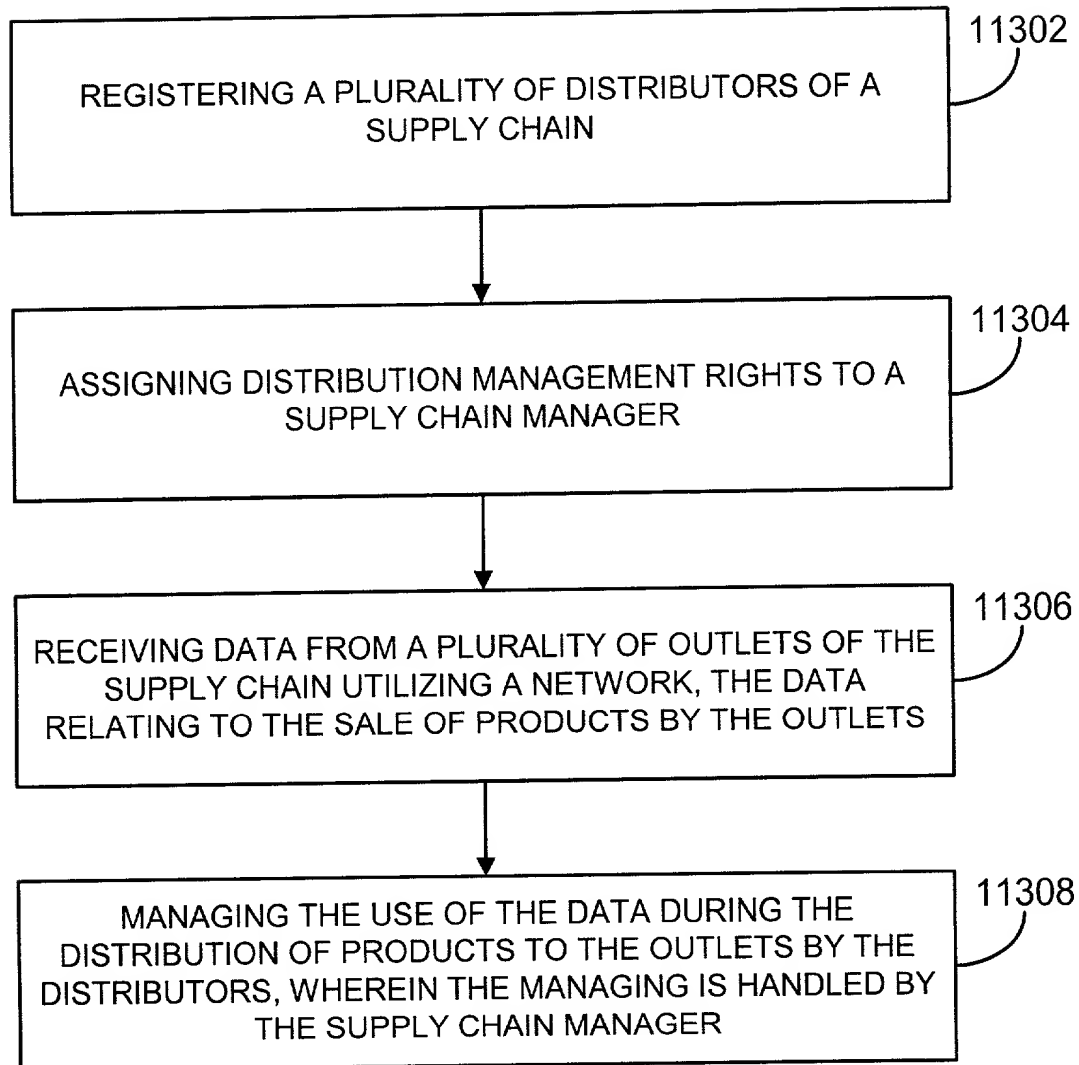


FIG. 113

11400

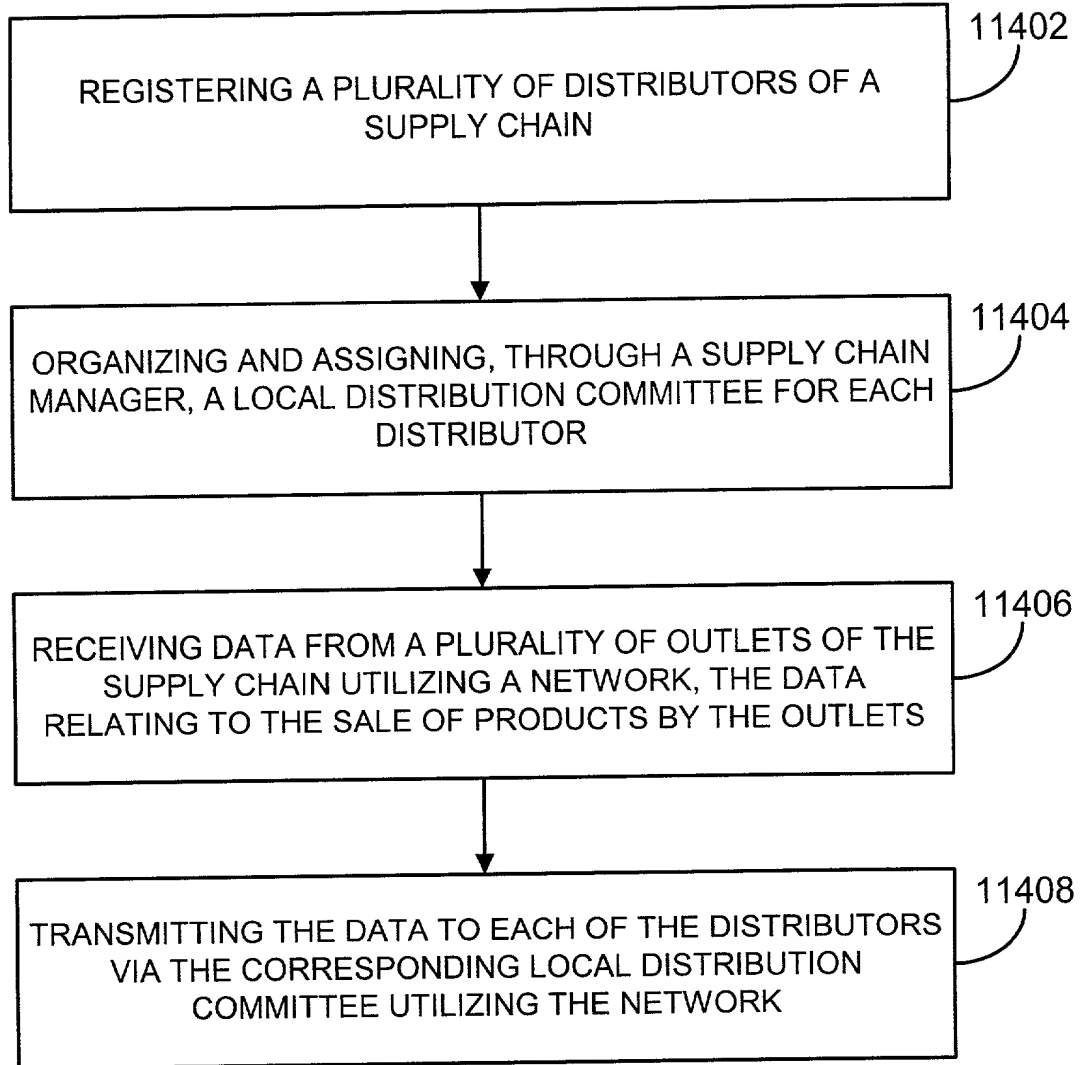


FIG. 114

11500

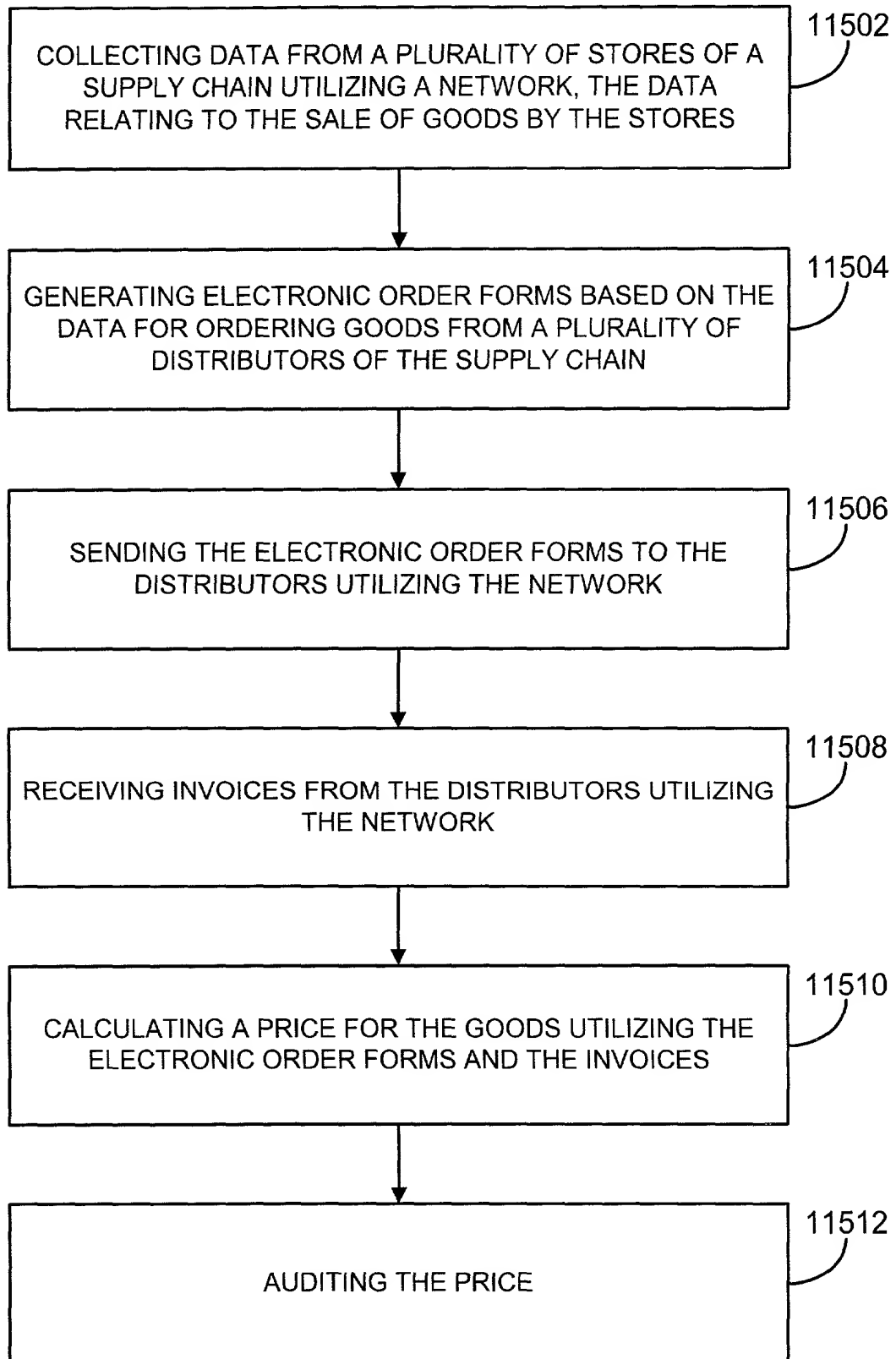


FIG. 115

11600

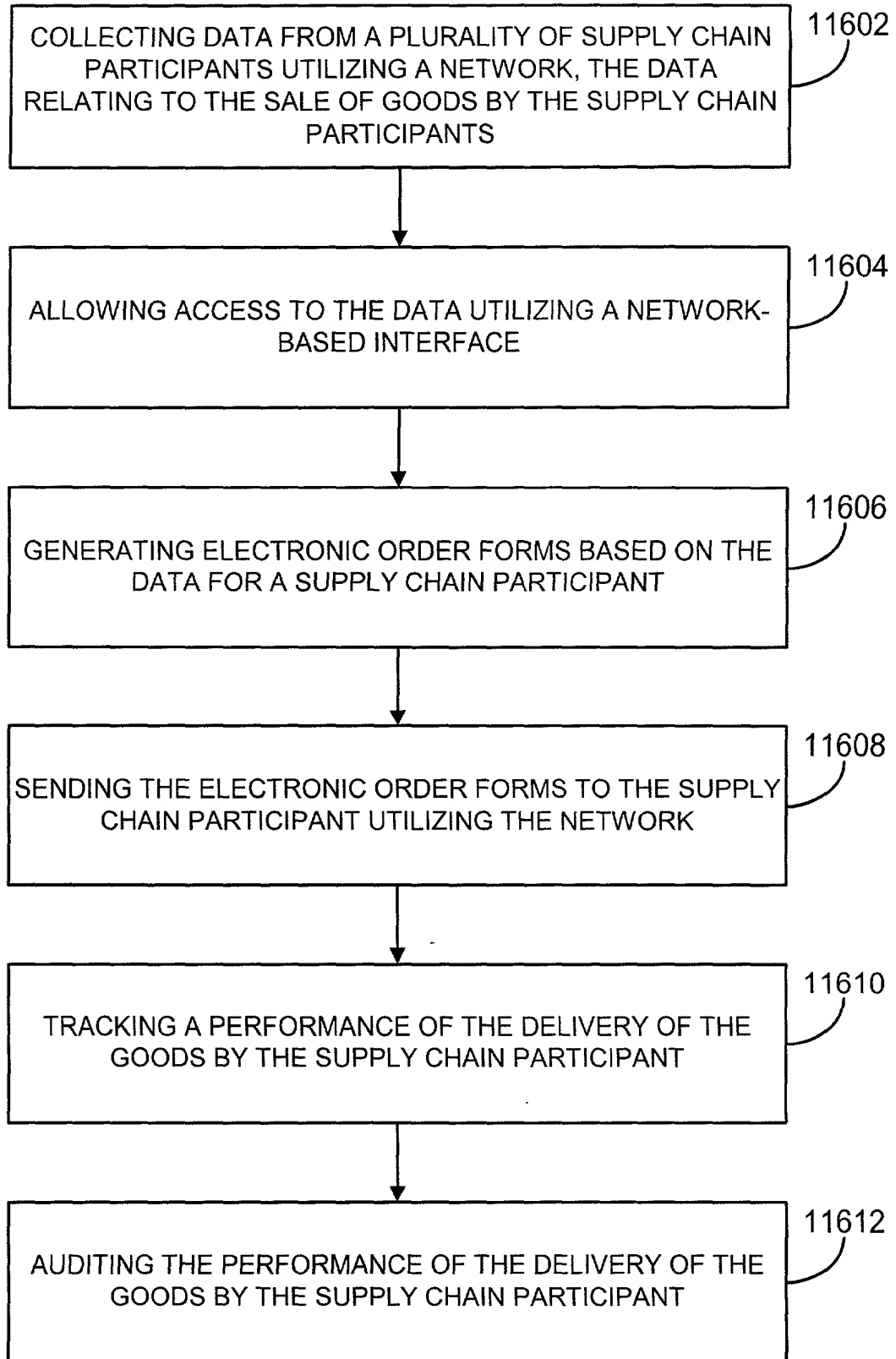


FIG. 116

11700

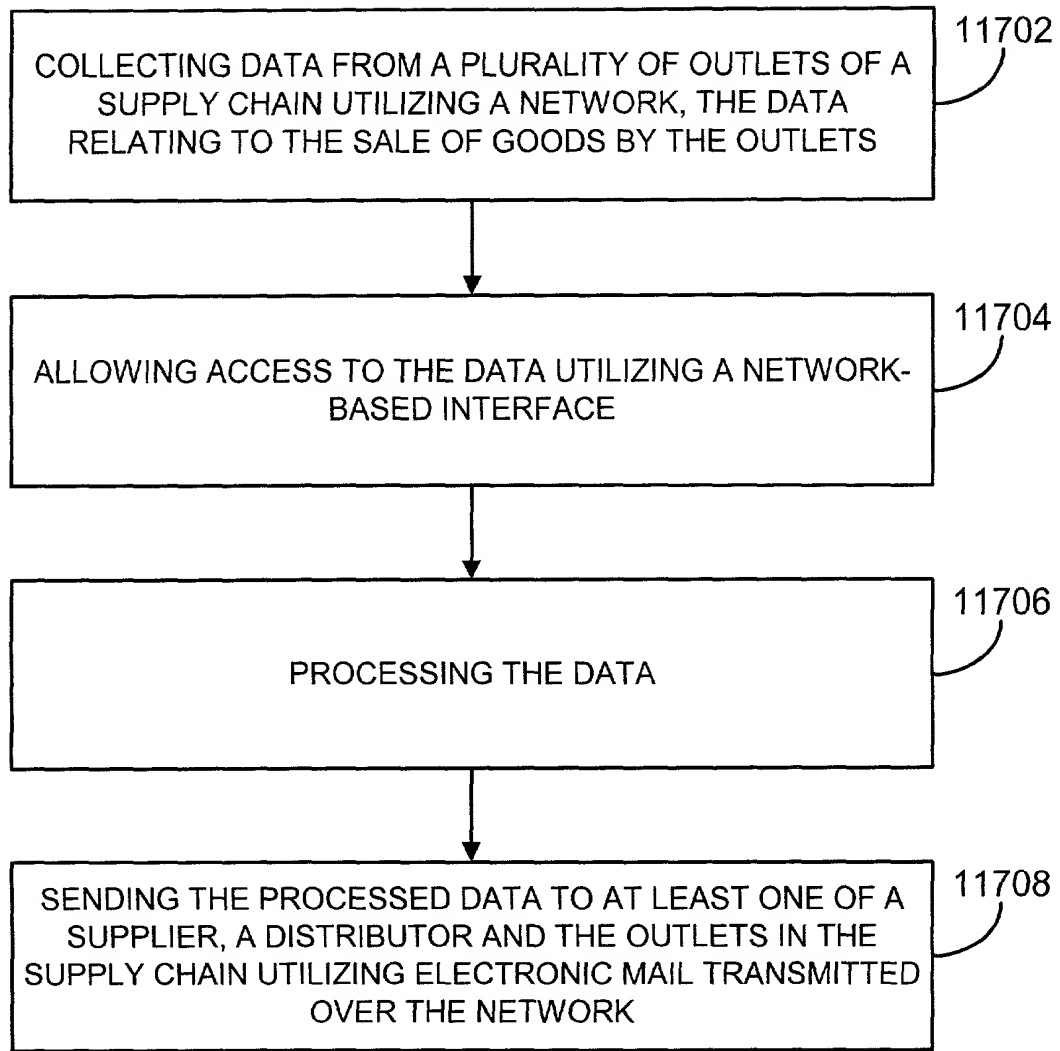


FIG. 117

11800

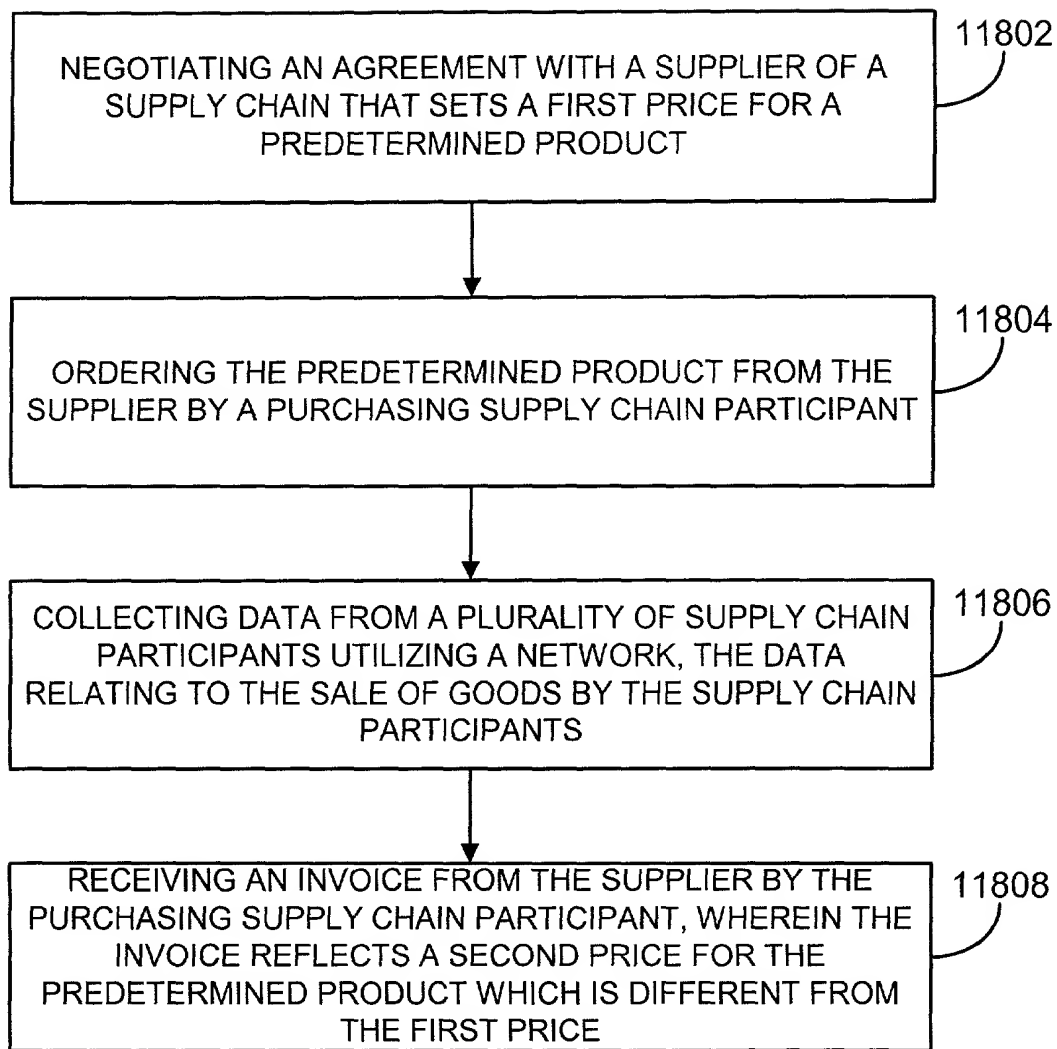


FIG. 118

11900

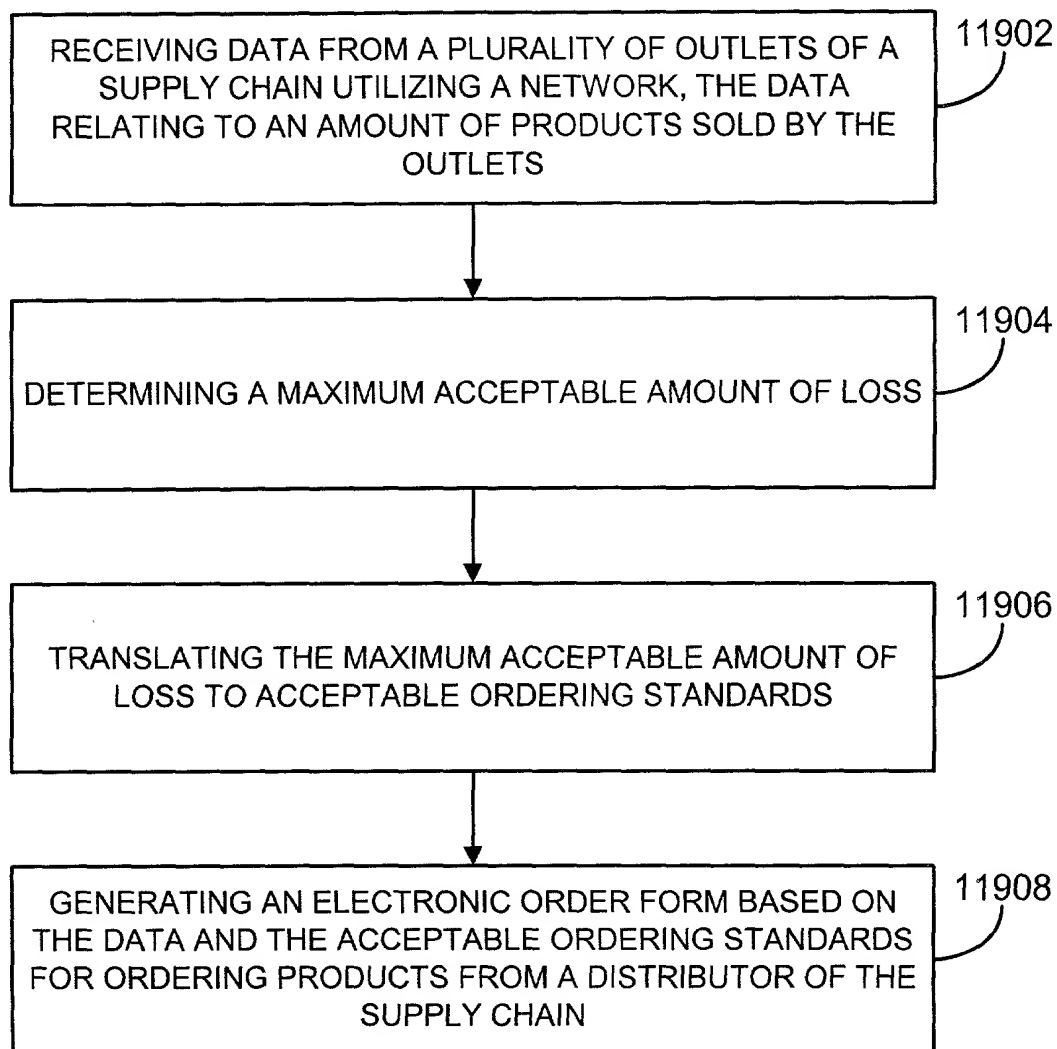


FIG. 119

12000

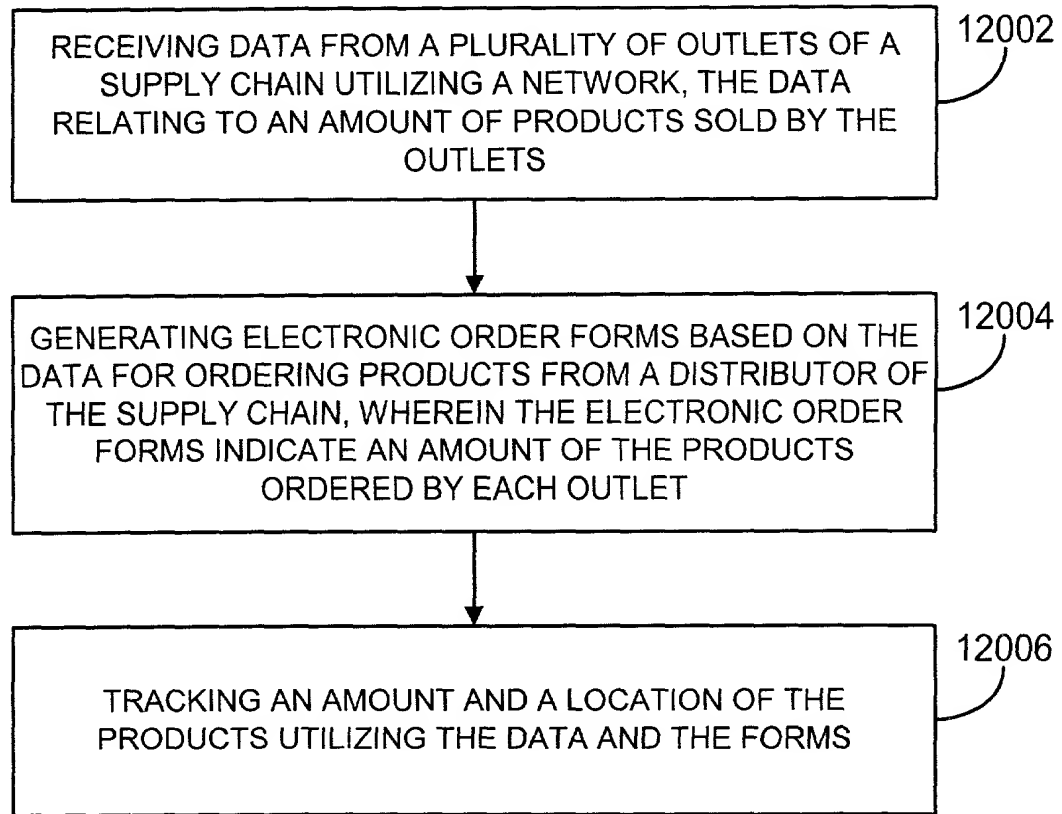


FIG. 120

12100

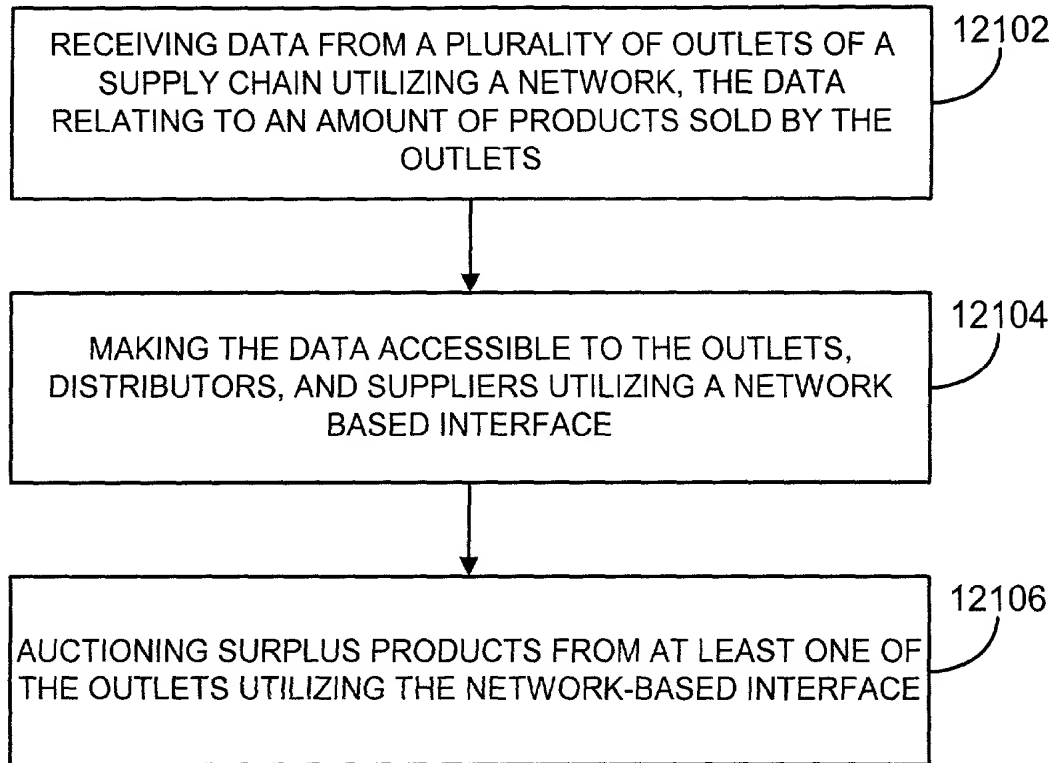


FIG. 121

12200

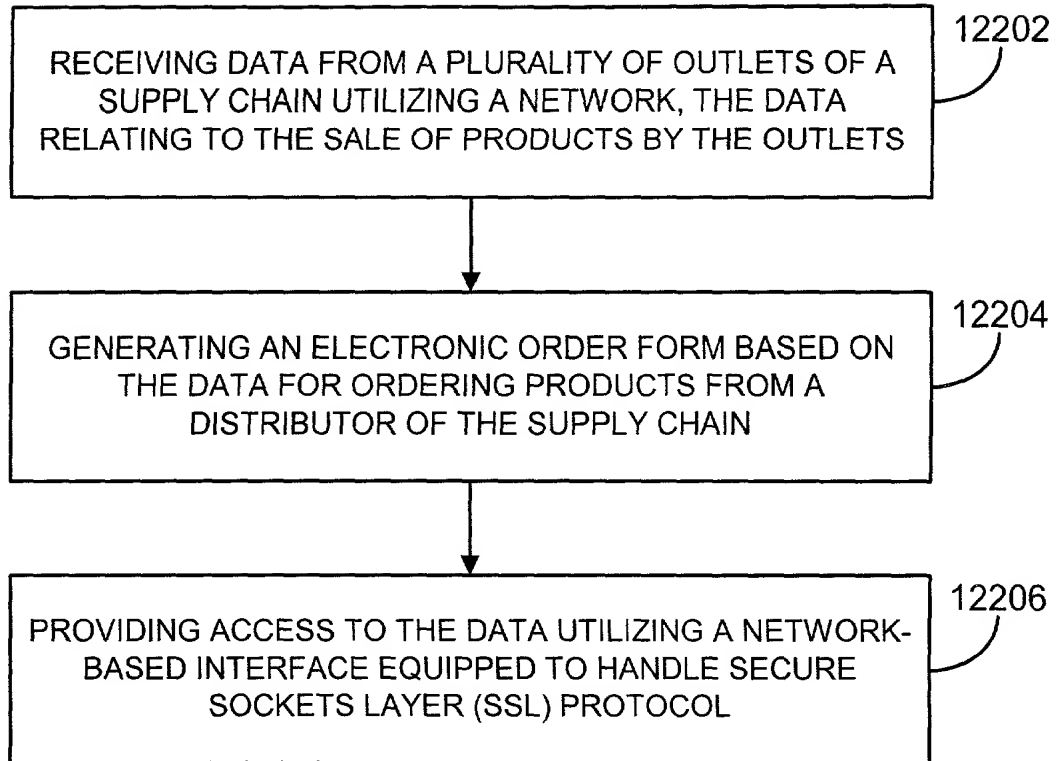


FIG. 122

12300

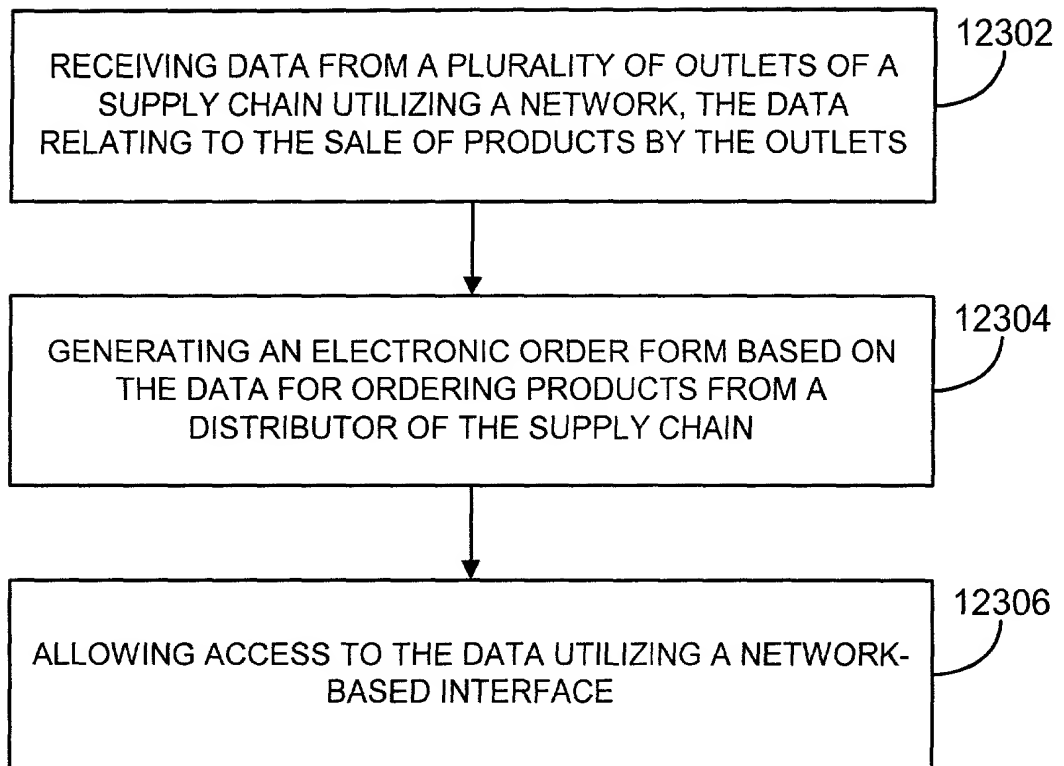


FIG. 123

12400

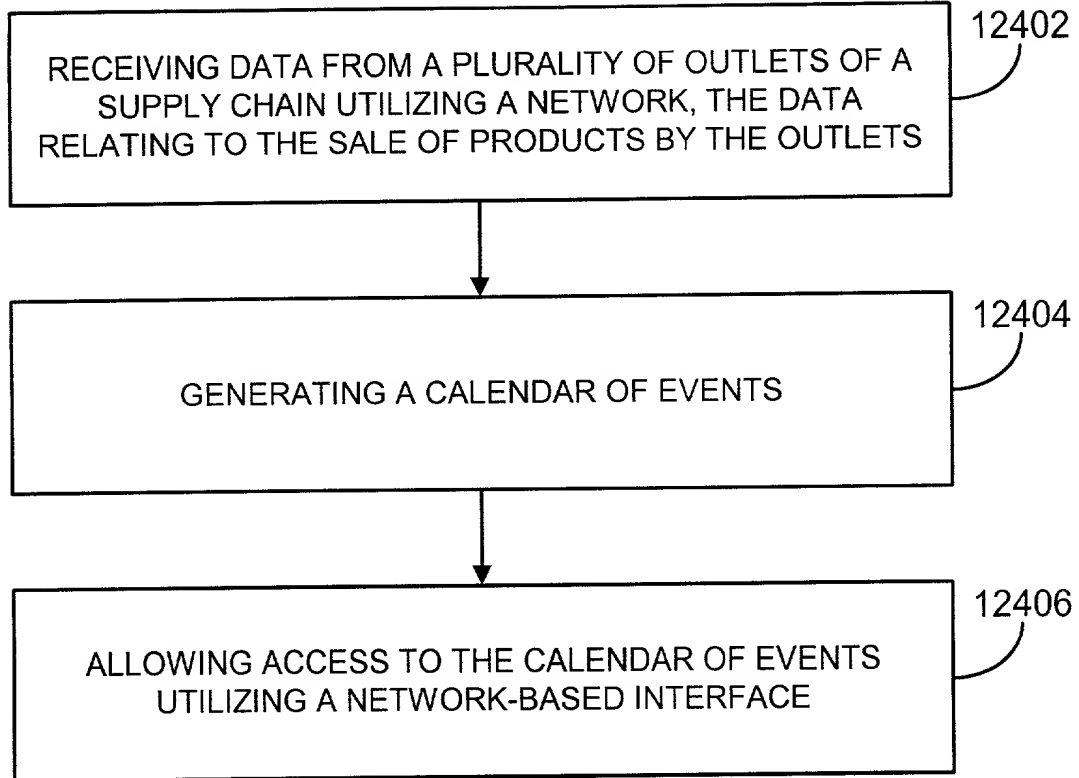


FIG. 124

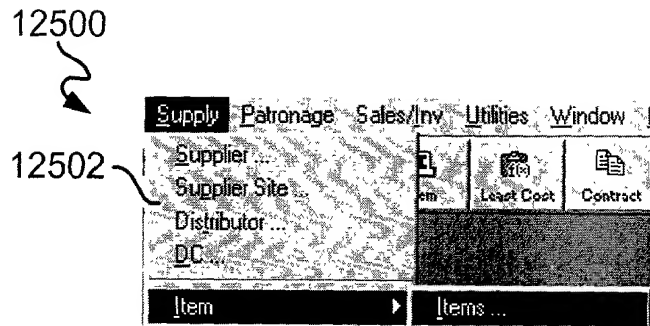


FIG. 125

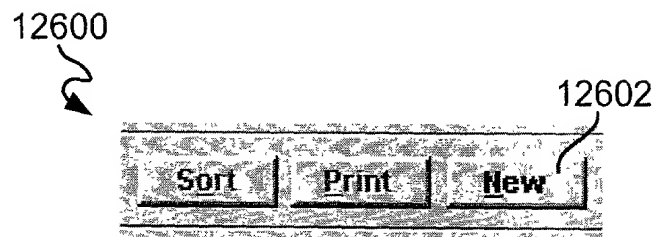


FIG. 126

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code:

Item Rank:

FIG. 127

12800 

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

12900



FIG. 129

13000

Supplier Item Desc:		Item No:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M:	INCH(S)	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		Bar Code:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

FOOTED 06851860

13100

Site Information	Site Id: 17355	Site Role: <i>FOB Shipping Point</i>
Site Name:	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

13200

Site Information	Site Id: 16	FOB Shipping Point
Name:	AMERISERVE-FARMINGDALE, NY	Railroad Name:
Status:	Active <input type="checkbox"/>	Rail Sidings: <input type="checkbox"/>

FIG. 132

FIG. 131

13300

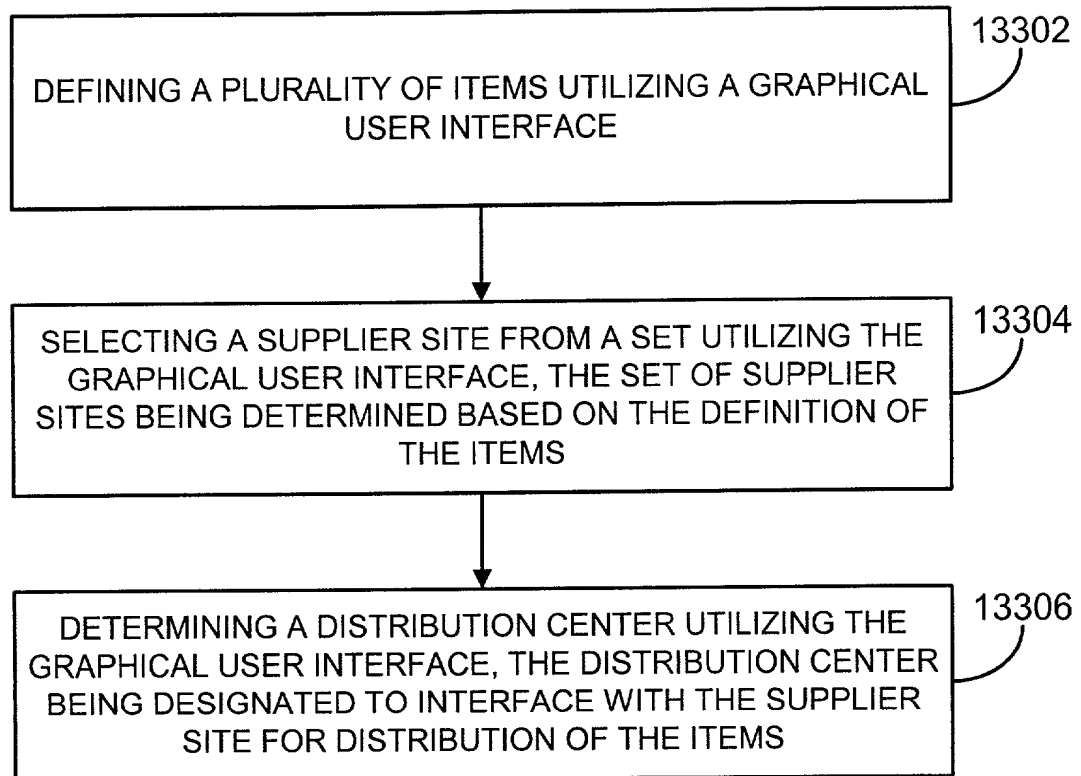


FIG. 133

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:	<input type="radio"/> Yes <input checked="" type="radio"/> No	Apply By:	Cell <input type="text"/>				

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

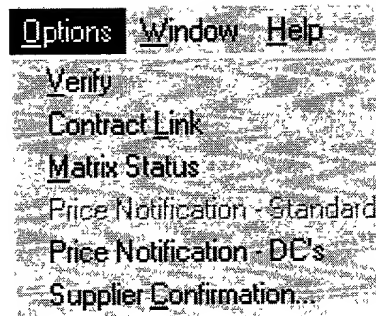


FIG. 141

14300

<u>C</u> ost	<u>E</u> dit / View	F3
<u>C</u> ommodities	New (using previous matrix) ...	F4
<u>V</u> endor Rating	New (build matrix) ...	F5
<u>C</u> ontract <u>M</u> anagement	Multi Item Price Notification ...	

FIG. 143

14400

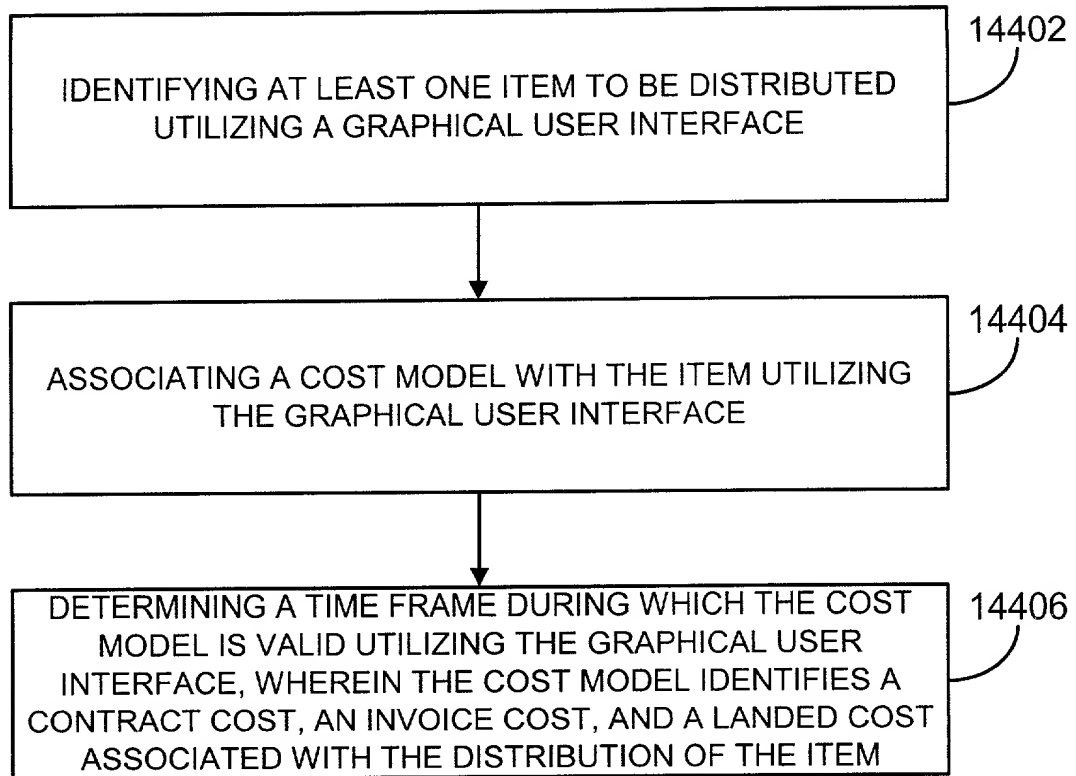


FIG. 144

14500



FIG. 145

14600

Contract ID: 873 - TYSON FOODS
Initial Buyer Name: Jamie Hersh
Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98
Contract End Date: 12/31/02
Execution Date: 5/15/98
Effective: Shipment Date
Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

FIG. 145

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

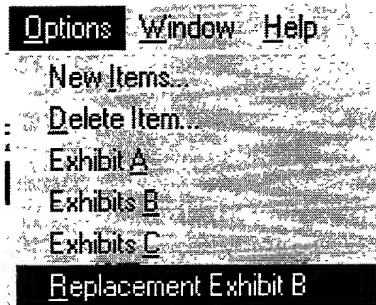


FIG. 152

15300



FIG. 153

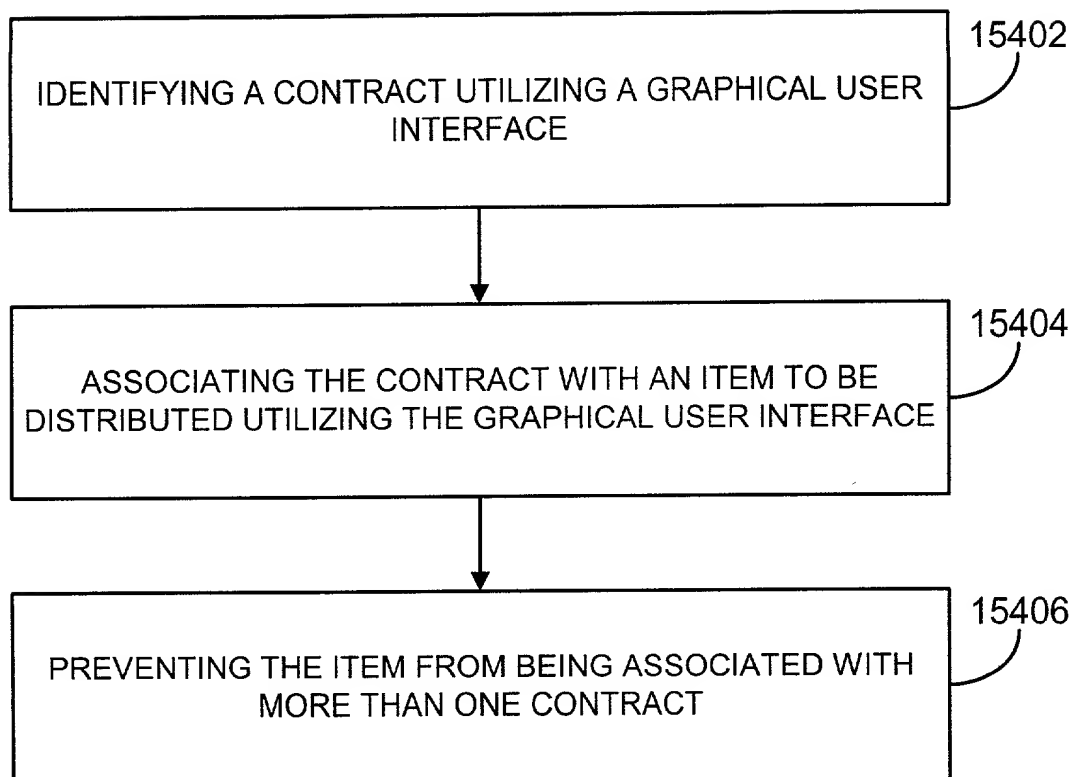


FIG. 154

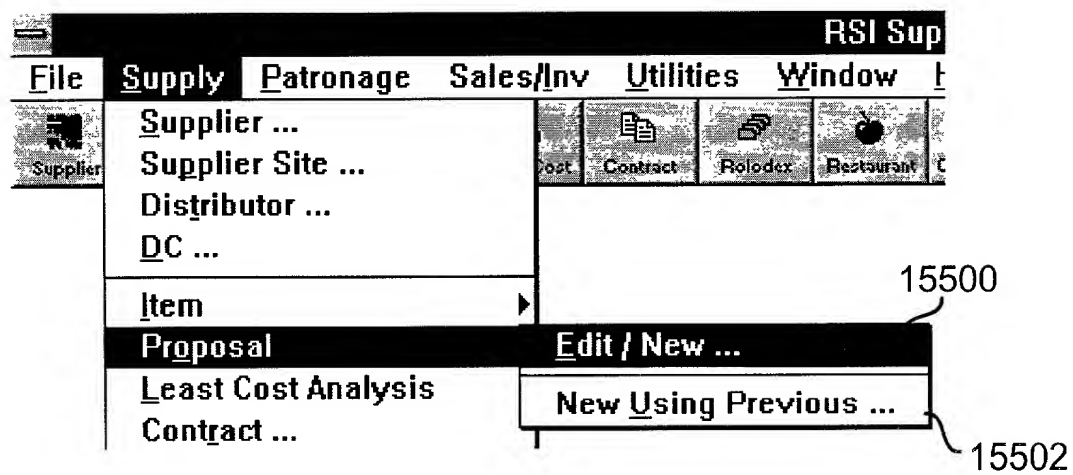


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids									
Main Info	Items	Suppliers	DCs						
Proposal Information <div> <div>Proposal ID: 1021</div> <div>Proposal Due Date: 06/12/97</div> </div> <div> <div>Proposal Name: Foam Hot Cups & Polystyrene Lids</div> <div>Contract Begin Date: 07/01/97</div> </div> <div> <div>Buyer Name: Dennis Clabby</div> <div>Contract End Date: 06/30/98</div> </div>									
Actions <table border="1"> <thead> <tr> <th>#</th> <th>Date</th> <th>Action Description</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>05/28/97</td> <td>Sent this bid to Dart and also sent a request for information to WmCup.</td> </tr> </tbody> </table>				#	Date	Action Description	1	05/28/97	Sent this bid to Dart and also sent a request for information to WmCup.
#	Date	Action Description							
1	05/28/97	Sent this bid to Dart and also sent a request for information to WmCup.							

FIG. 156

FIG. 156

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Search Query Reset

Query Values

Item Description
CUP-HOT

2 Rows Selected

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

> >> << <

FIG. 158

FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info
Items
Suppliers
DCs
FDB Price
DC/Rest
Usage
Templates
Recreate Bid

6 Rows Found
5 Rows Selected

Item Description		15902		Item Description
CUP-HOT 12 OZ (PAPER)	DRY	<input type="button" value=" > "/> <input type="button" value=" >> "/> <input type="button" value=" << "/> <input type="button" value=" < "/>		CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (PAPER)	DRY			CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (PAPER)	DRY			CUP-HOT 8 OZ (DRY)
				LID-HOT 12/16 OZ (DRY)
				LID-HOT 8 OZ (DRY)

FIG. 159

16000

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest	Usage	Templates	Recreate Bk
-----------	-------	-----------	-----	------------------	---------	-------	-----------	-------------

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaisse Components
	(None Selected)
	Generic FOB Pricing
	Mayonaisse Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

FOOTNOTES

16200

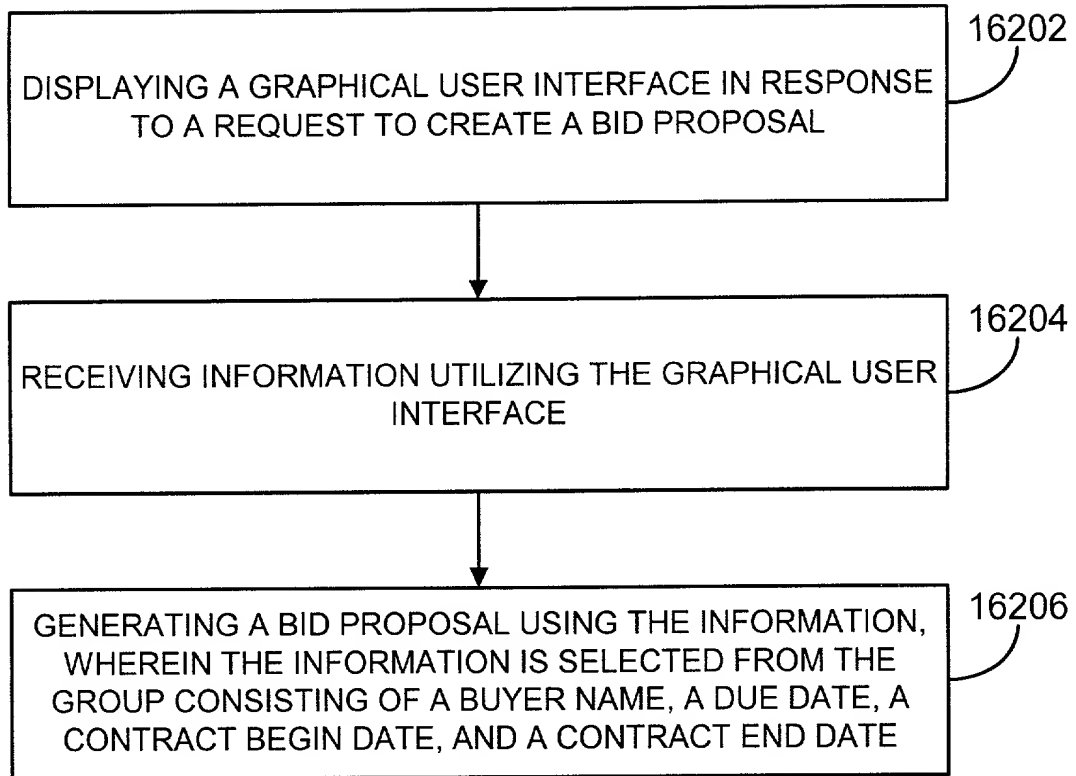


FIG. 162

16300



FIG. 163

16400



	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
Bid Proposal Cover Letter	?		Y
General Terms and Conditions		?	N
Usage Estimates	?		N
Supplier Facility Worksheets	?		N
Item Information Worksheets	?		N
Sample Supply Agreement		?	N
BK Specification Request		?	N
FOB Price Component		?	Y
Truckload Freight Worksheet	?		N
LTL Freight Worksheet	?		N

FIG. 164

16500

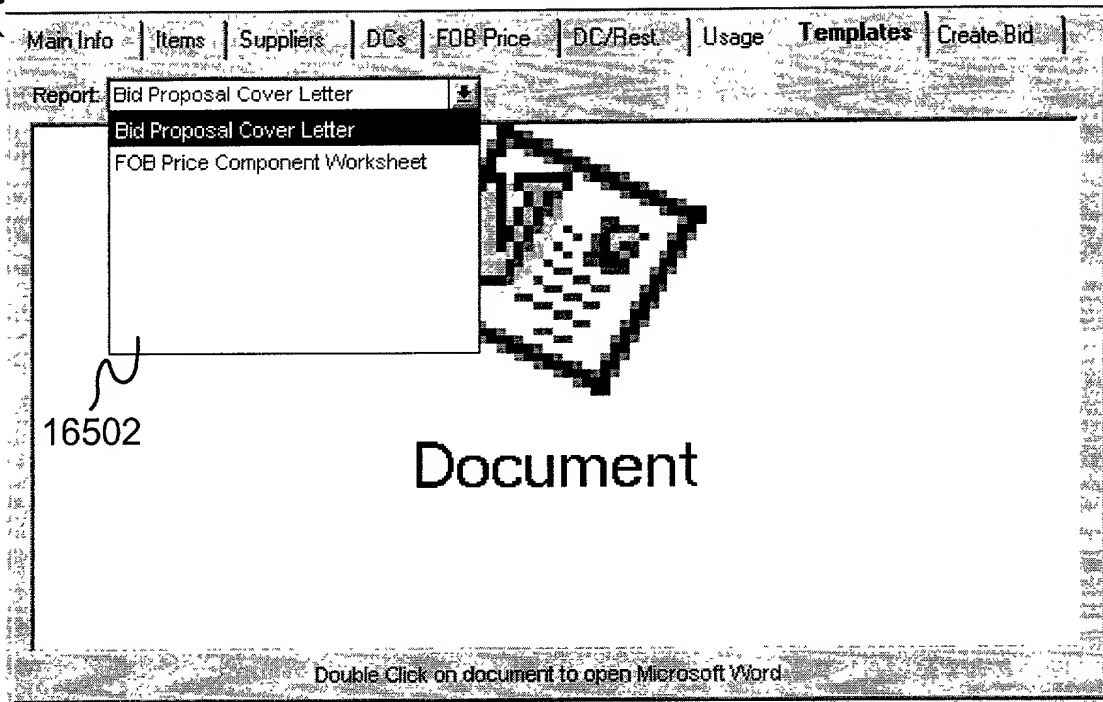


FIG. 165

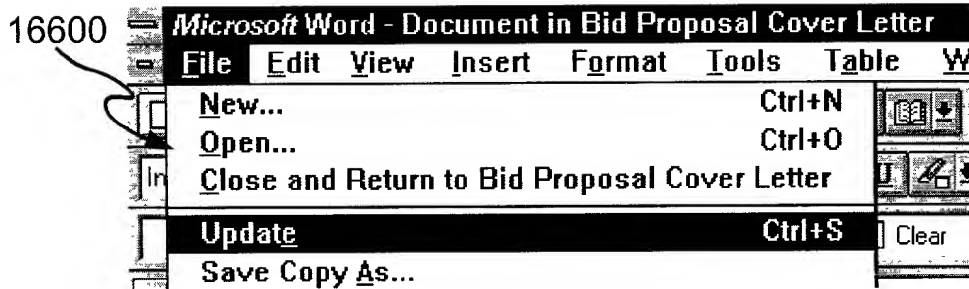


FIG. 166

09815830 032304

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid

Bid Proposal Sent

Bid Proposal Will Include Checked Documents

General	
Bid Proposal Cover Letter	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>
Usage Estimates	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>
Item Information Worksheet	<input checked="" type="checkbox"/>
Sample Supply Agreement	<input checked="" type="checkbox"/>
BK Specification Request	<input checked="" type="checkbox"/>

* LTL Freight Worksheet will be printed by system if necessary

Cost	
FOB Price Component Worksheet	<input checked="" type="checkbox"/>
Truckload Freight Worksheet	<input checked="" type="checkbox"/>
LTL Freight Worksheet	<input checked="" type="checkbox"/>

Blank Sheets	
Supplier Facility Worksheet	<input checked="" type="checkbox"/>
Item Information Worksheet	<input checked="" type="checkbox"/>
FOB Price Component Worksheet	<input checked="" type="checkbox"/>
Truckload Freight Worksheet	<input checked="" type="checkbox"/>
LTL Freight Worksheet	<input checked="" type="checkbox"/>

FIG. 167

16800

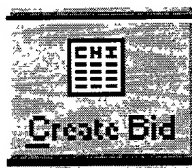


FIG. 168

16900

Report: 7/2/97

Item Information Worksheet	↓
Bid Proposal Cover Letter	↑
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	
LTL Freight Worksheet	
Sample Supply Agreement	
Supplier Facility Worksheet	↓

Supplier: (all)

Restaurant Services, Inc.

Item Information Worksheet

ATTY

DS

FIG. 169

17000

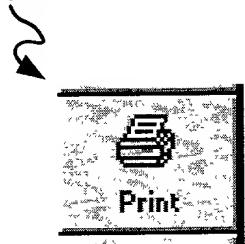


FIG. 170

17100

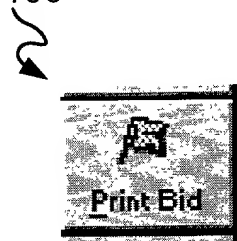


FIG. 171

17200

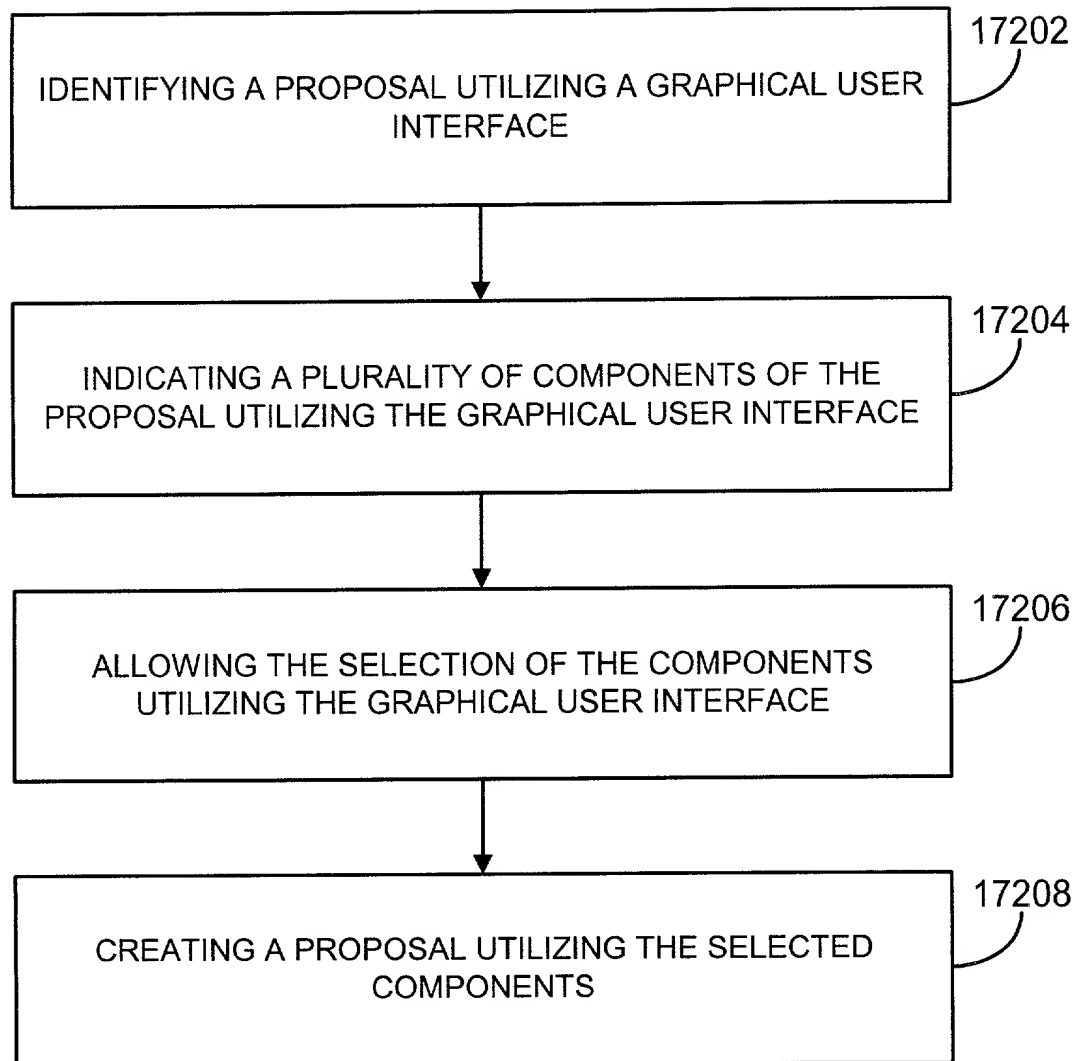


FIG. 172

17300

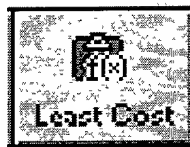


FIG. 173

17400

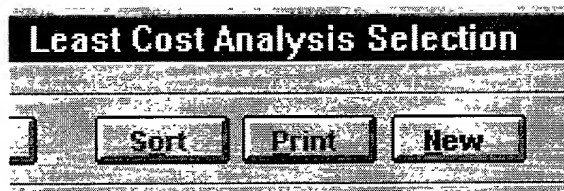


FIG. 174

17500

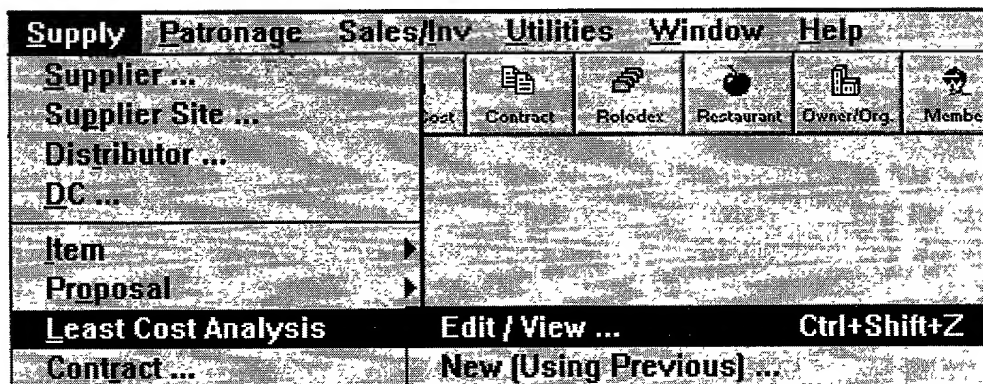



FIG. 175

Bid Proposal Name:	(None)	
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	

17600



FIG. 176

094430-0201
FOE20-0887650

17700



SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING
A GRAPHICAL USER INTERFACE, EACH OPTION
CORRESPONDING TO A SEPARATE TECHNIQUE OF
CREATING AN ANALYSIS

17702



GENERATING A NEW ANALYSIS UPON THE SELECTION OF A
FIRST OF THE OPTIONS

17704



EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF
A SECOND OF THE OPTIONS

17706



INTEGRATING A BID PROPOSAL WITH AN INTEGRATED
ANALYSIS UPON THE SELECTION OF A THIRD OF THE
OPTIONS

17708

FIG. 177

17800

Analysis Name: Hash Brown Actual
 Analysis ID: 1036
 Buyer: Dennis Clabby
 Period of Agreement: 10/1/97 THRU 9/30/98
 Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC ? One FOB

What is pricing method for this version ? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000

Override RDC Truckload Validation? No

Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179



Variable	Mean		SD		t		p	
	Control	Case	Control	Case	Control	Case	Control	Case
Age	30.5	30.5	1.2	1.2	0.0	0.0	0.999	0.999
Gender	15	15	0	0	0.0	0.0	0.999	0.999
Education	12.5	12.5	1.0	1.0	0.0	0.0	0.999	0.999
Marital status	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Occupation	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Religion	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Income	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Family size	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental education	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental occupation	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental religion	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental income	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental family size	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental education	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental occupation	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental religion	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental income	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental family size	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental education	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental occupation	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental religion	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental income	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental family size	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental education	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental occupation	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental religion	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental income	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental family size	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental parental education	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental parental occupation	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental parental religion	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental parental income	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental parental family size	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental parental parental education	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental parental parental occupation	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental parental parental religion	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental parental parental income	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental parental parental family size	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental parental parental parental education	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental parental parental parental occupation	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental parental parental parental religion	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999
Parental parental parental parental parental parental parental income	1.0	1.0	0.0	0.0	0.0	0.0	0.999	0.999

18200

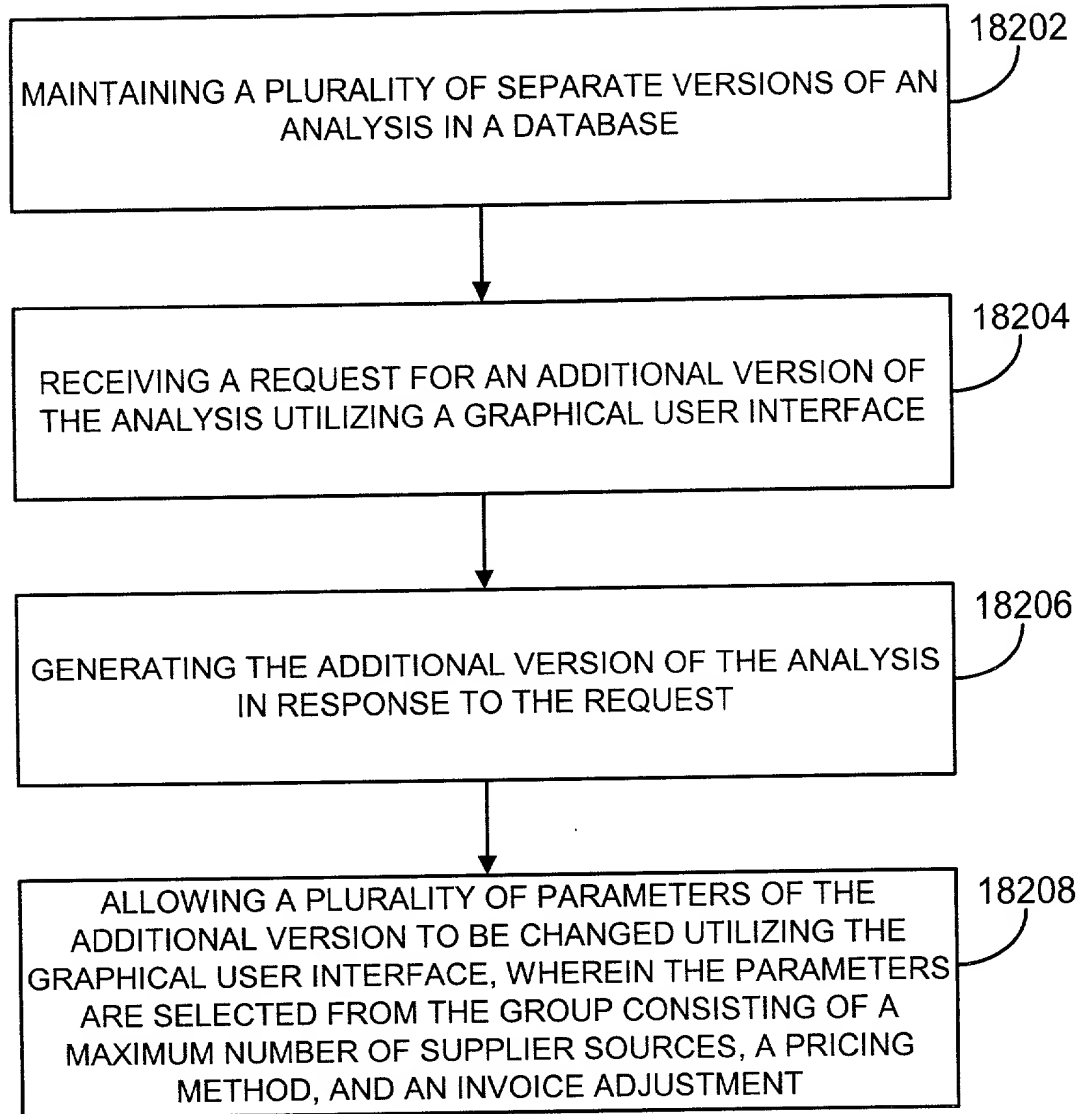


FIG. 182

FIG. 183

18300



Search Query Reset

Query Values 7 Rows Selected

Supplier FOB	
DOP	

>

>>

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18402

FIG. 184

[illegible]

18500

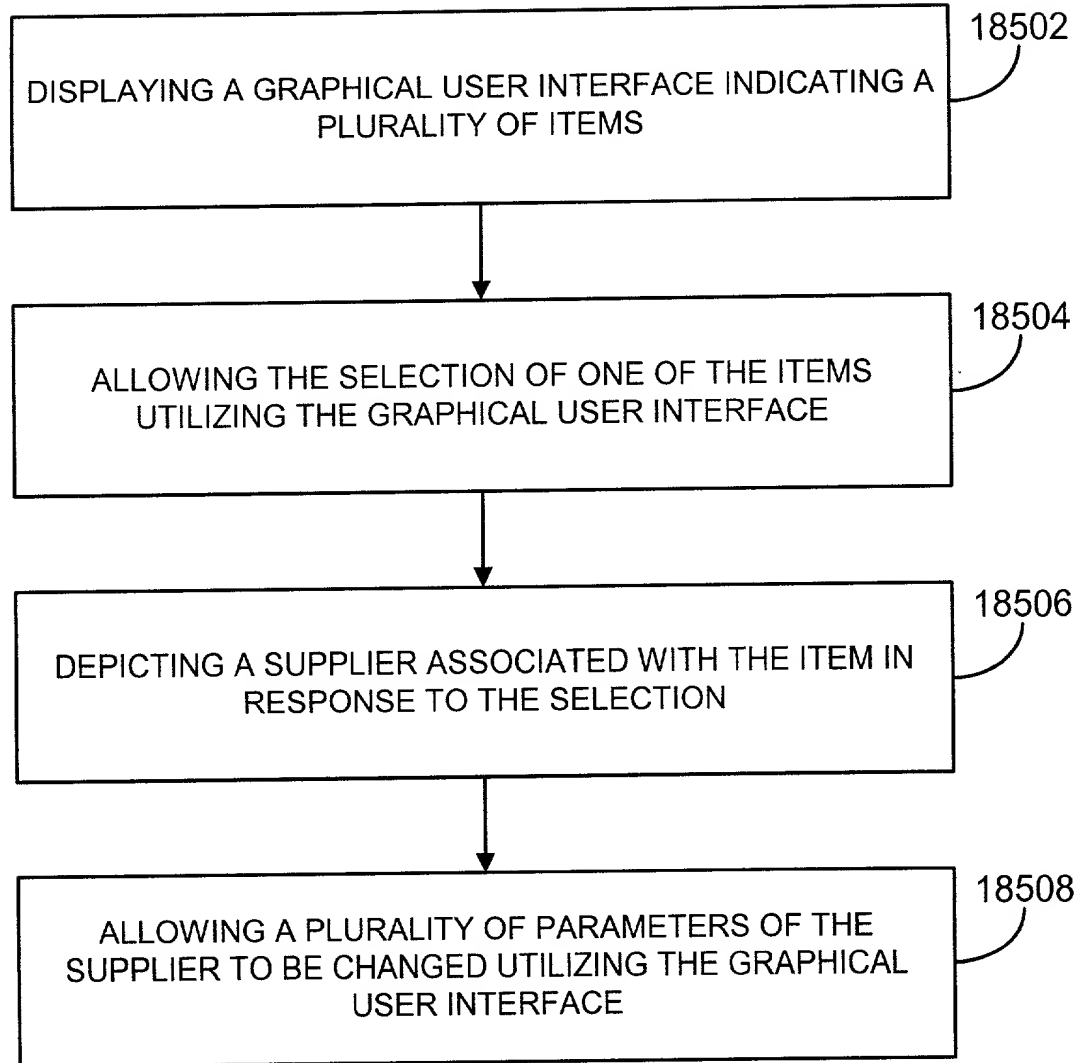


FIG. 185

09415830 03851860

18600

Item Description		Supplier FOB	
CUP-COLD 16 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 22 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 32 OZ		DOPACO-DOWNINGTOWN, PA	

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M:	INCH(S)	Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

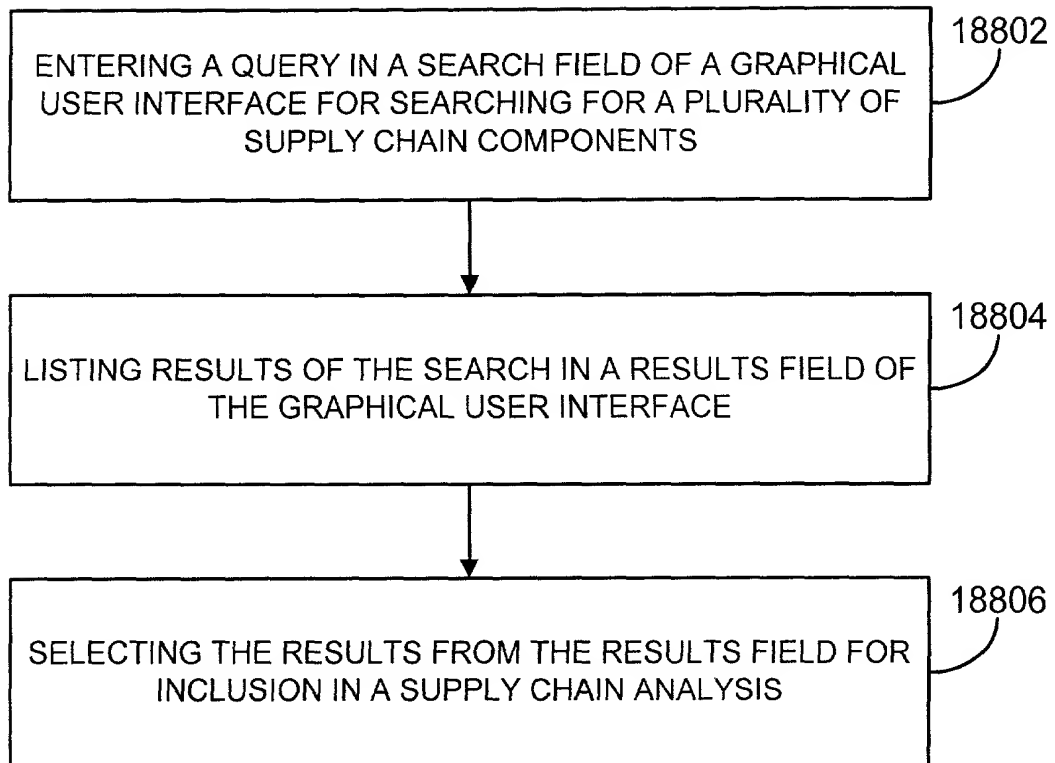


FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
CAVENDISH FARMS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
J.R. SIMPLOT COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.		↓ Pallet ↓	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
Supplier FOB			Minimum	Maximum	Include	
LAMB-WESTON, INC.-PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-RICHLAND WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-AMERICAN FALLS ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
MCCAIN FOODS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
NESTLE FOOD COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	
ORE-IDA FOODS		↓ Pallet ↓	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
Supplier FOB			Minimum	Maximum	Include	
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS LTD.-PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, INC.-OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 190

FIG. 189

19100

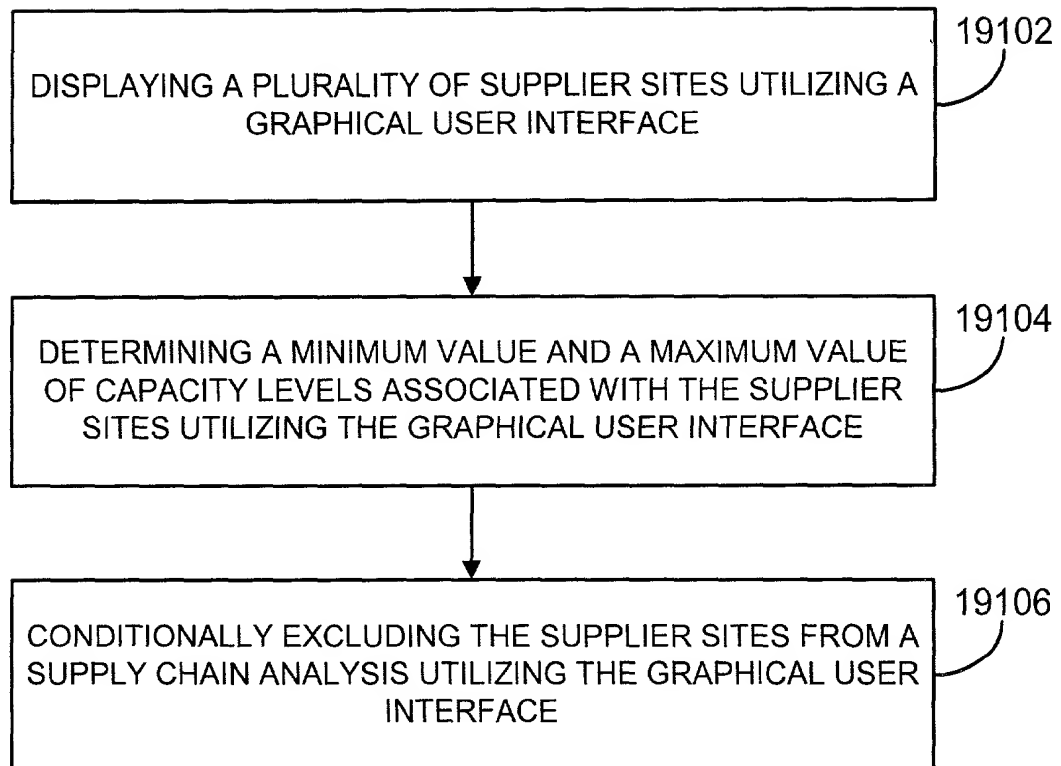


FIG. 191

FIG. 192

19200



Supplier	#	Volume			
HUDSON INDUSTRIES	0				
INTERNATIONAL DIVERSEFOODS	0				
SUPERIOR COFFEE & FOODS	0				

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8 4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9 2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0028	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

FIG. 195

[illegible]

19600

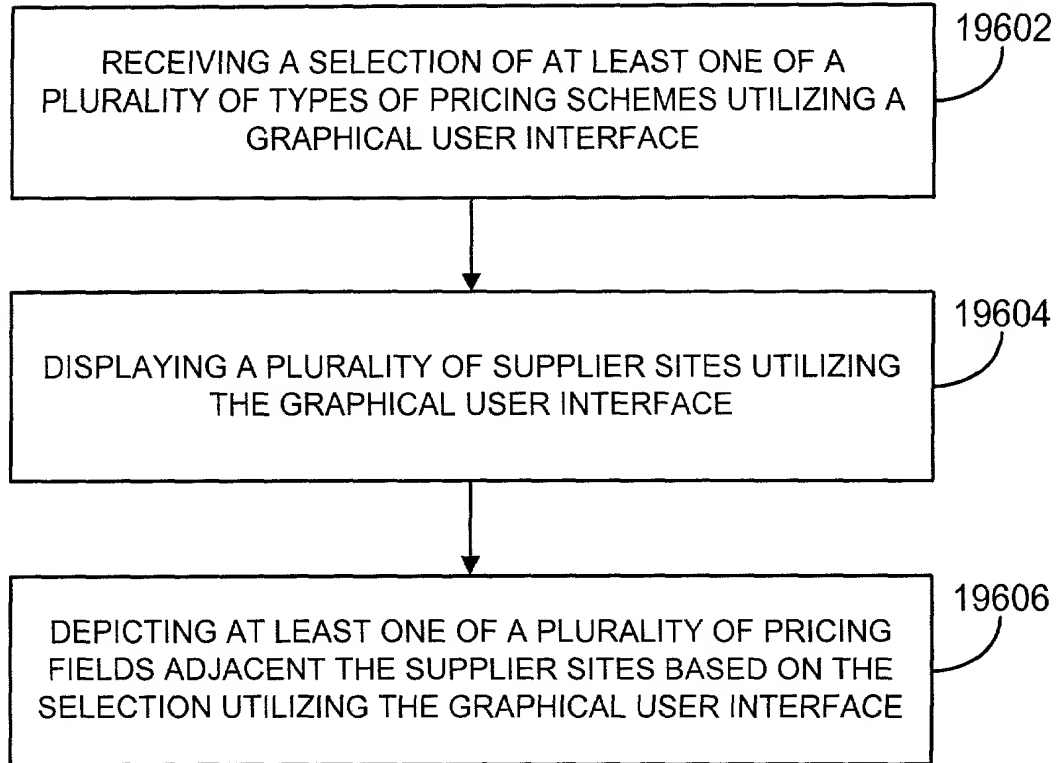


FIG. 196

106620" 06851860

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item	Item Growth %	Usage Period
CHICKEN-PATTY	0.00%	

Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,441	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900

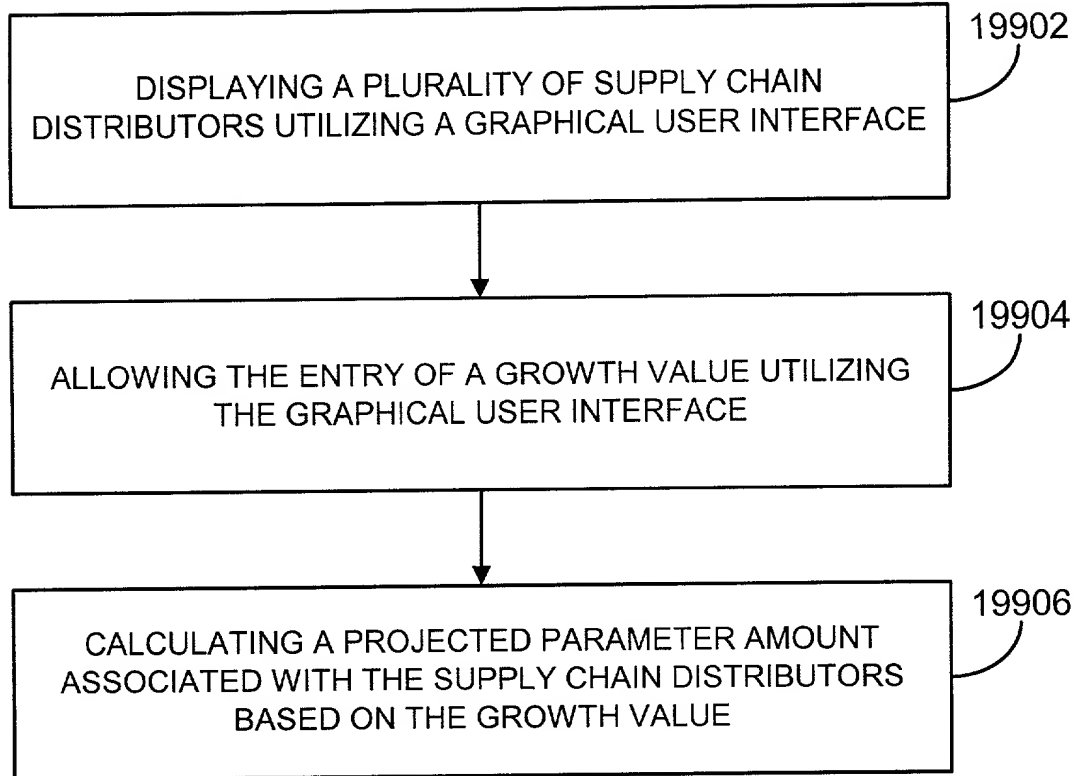


FIG. 199

20000

Supplier FOB		Address		
CAVENDISH FARMS		Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID	83211
Distribution Center	Lane Restriction		Honor TL Rate	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	

20002

FIG. 200


20100

Supplier FOB		Address		
CAVENDISH FARMS		Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID	83211
Distribution Center	Lane Restriction			
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded		
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded		

FIG. 201

20200

Invalid Selection



AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202

20300

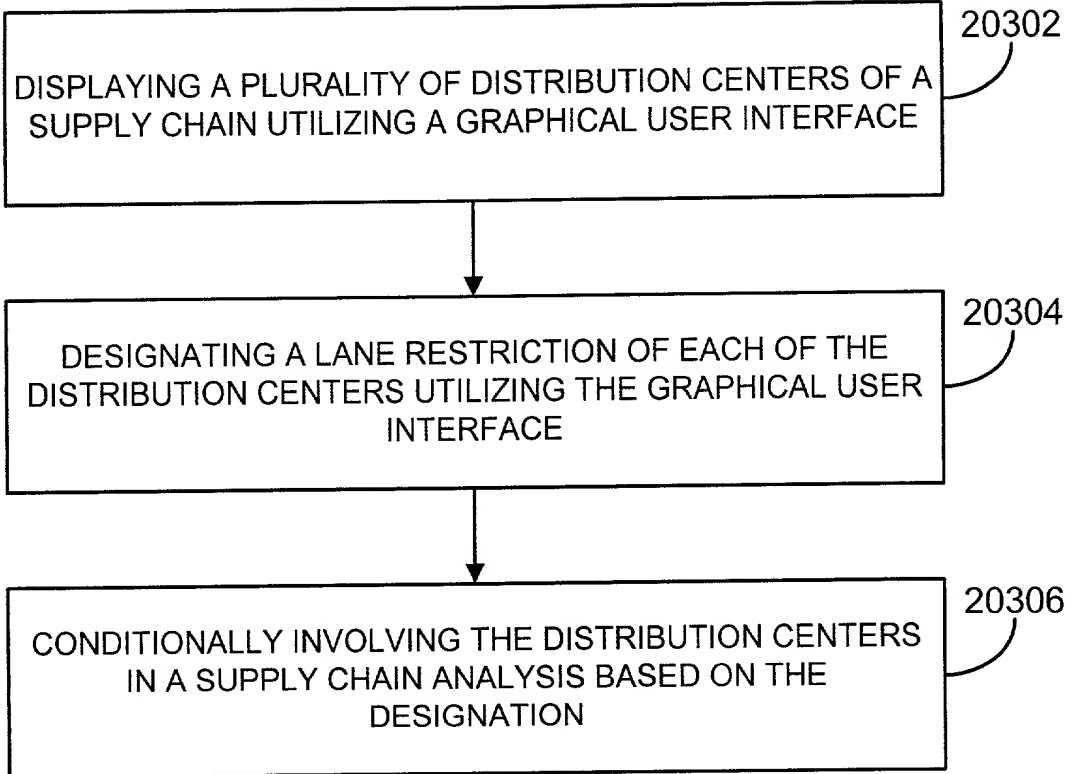


FIG. 203

FIG. 204

FIG. 205

[illegible]

20600

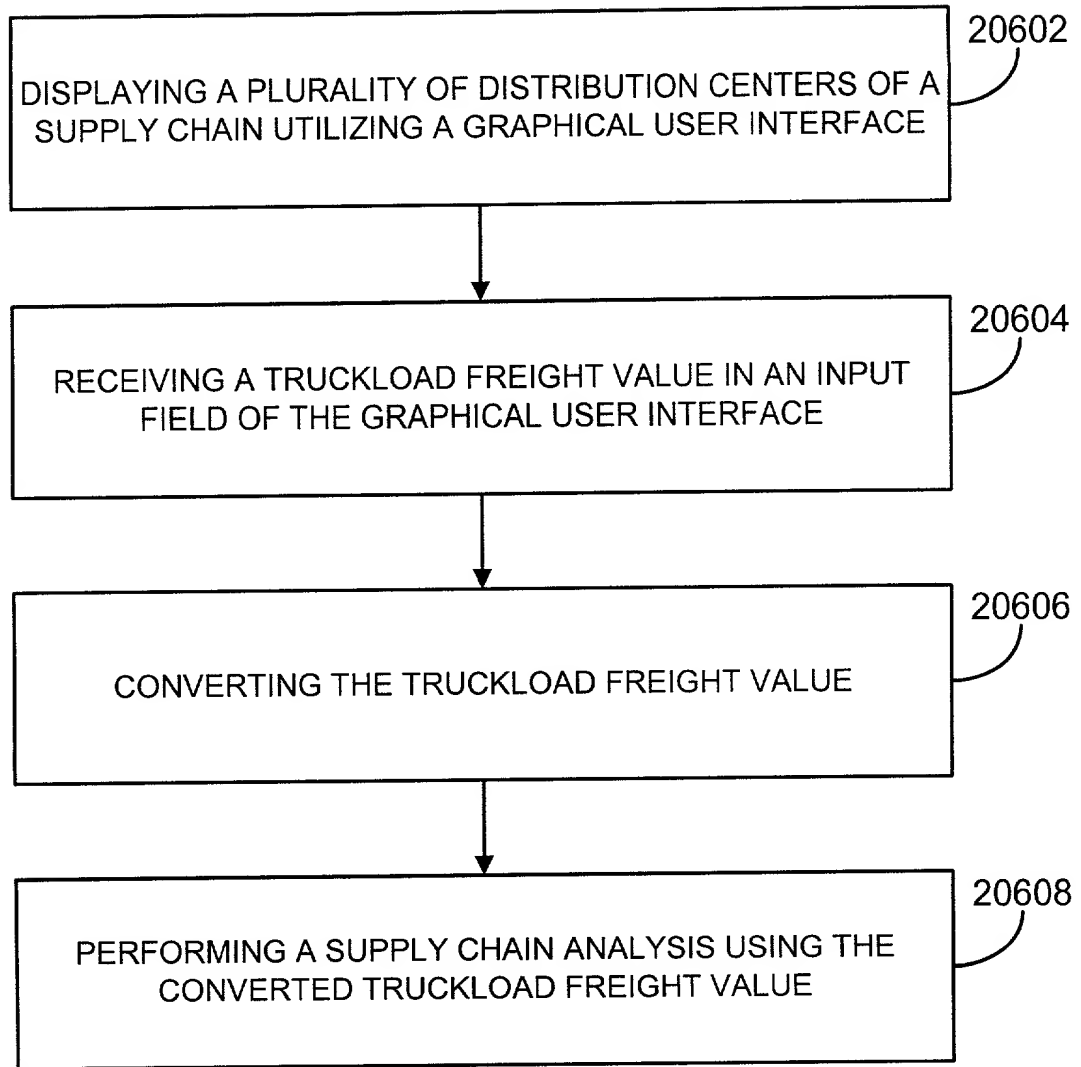


FIG. 206

20700

FIG. 207

20800

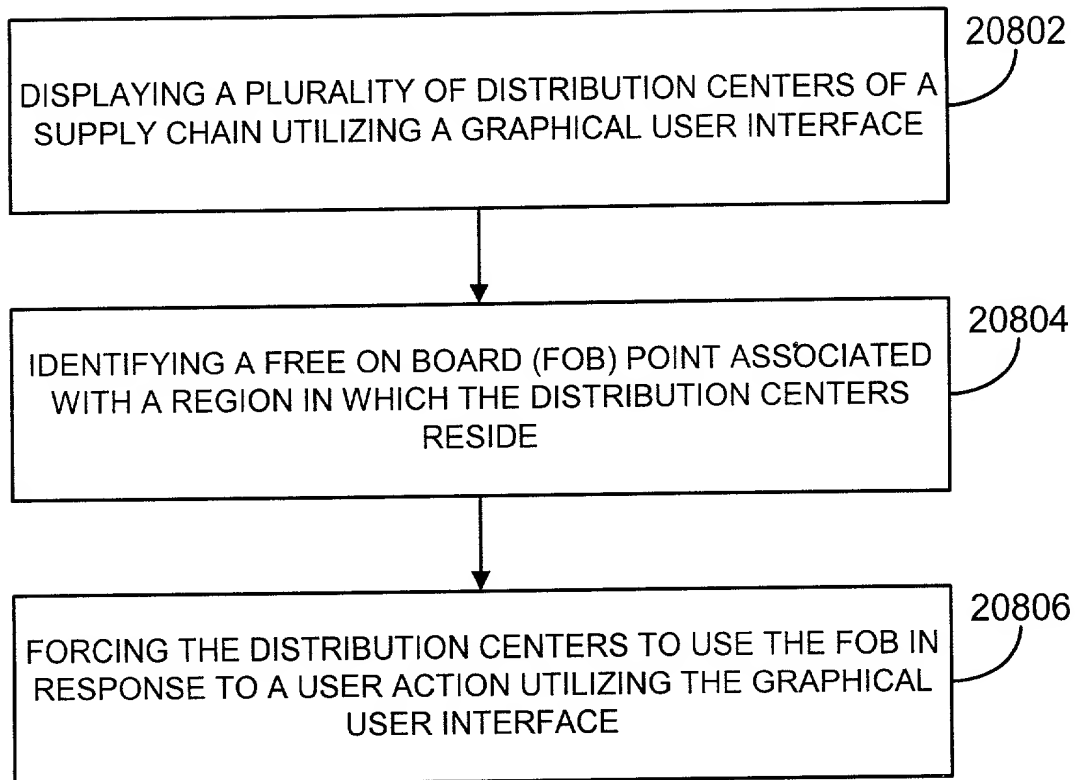


FIG. 208

20900

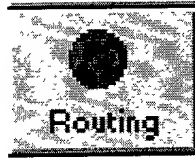


FIG. 209

21000

A screenshot of a software interface for report selection and parameter setting. The interface is divided into several sections: "Report Selection" at the top left, "Report Parameters" below it, and a "Report Name" list on the right. The "Report Type" dropdown is set to "Optimal Product Routing". The "Report Parameters" section includes fields for "Supplier" (All), "Supplier FOB" (All), "Distribution Center" (All), and "Version" (Base Version). The "Report Name" list contains several options, with "Freight Information Provided" selected and highlighted. The list also includes "LTL Routing Grid By Lane", "Routing Results By Lane", "Routing Results By Lane, Item", "Routing Results w/ RDC Breakout By Lane", "Routing Results w/ RDC Breakout By Lane, Item", and "TL Freight Variance Analysis".

Report Selection	
Report Type:	Report Name:
Optimal Product Routing	Freight Information Provided
Report Parameters	
Supplier: (All)	Freight Information Provided
Supplier FOB: (All)	LTL Routing Grid By Lane
Distribution Center: (All)	Routing Results By Lane
Version: Base Version	Routing Results By Lane, Item
	Routing Results w/ RDC Breakout By Lane
	Routing Results w/ RDC Breakout By Lane, Item
	TL Freight Variance Analysis

FIG. 210

21100

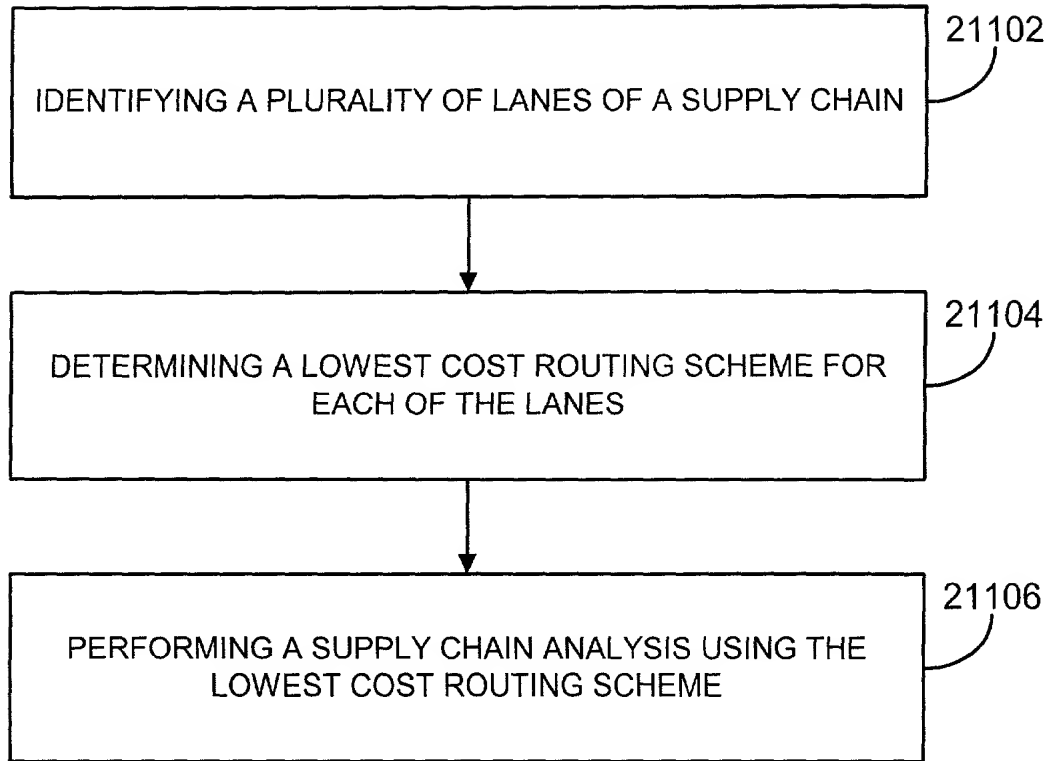


FIG. 211

21200

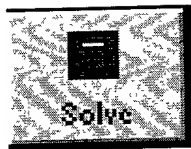




FIG. 212

21300

21302

Report Selection

Report Type: Awarded Volume  Report Name: Awarded Volume by Item - Detail 







Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
New Capacity & Prices 	

FIG. 213

21400

Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900



FIG. 219

09015830-03304
FOR 250" 0857060

22000

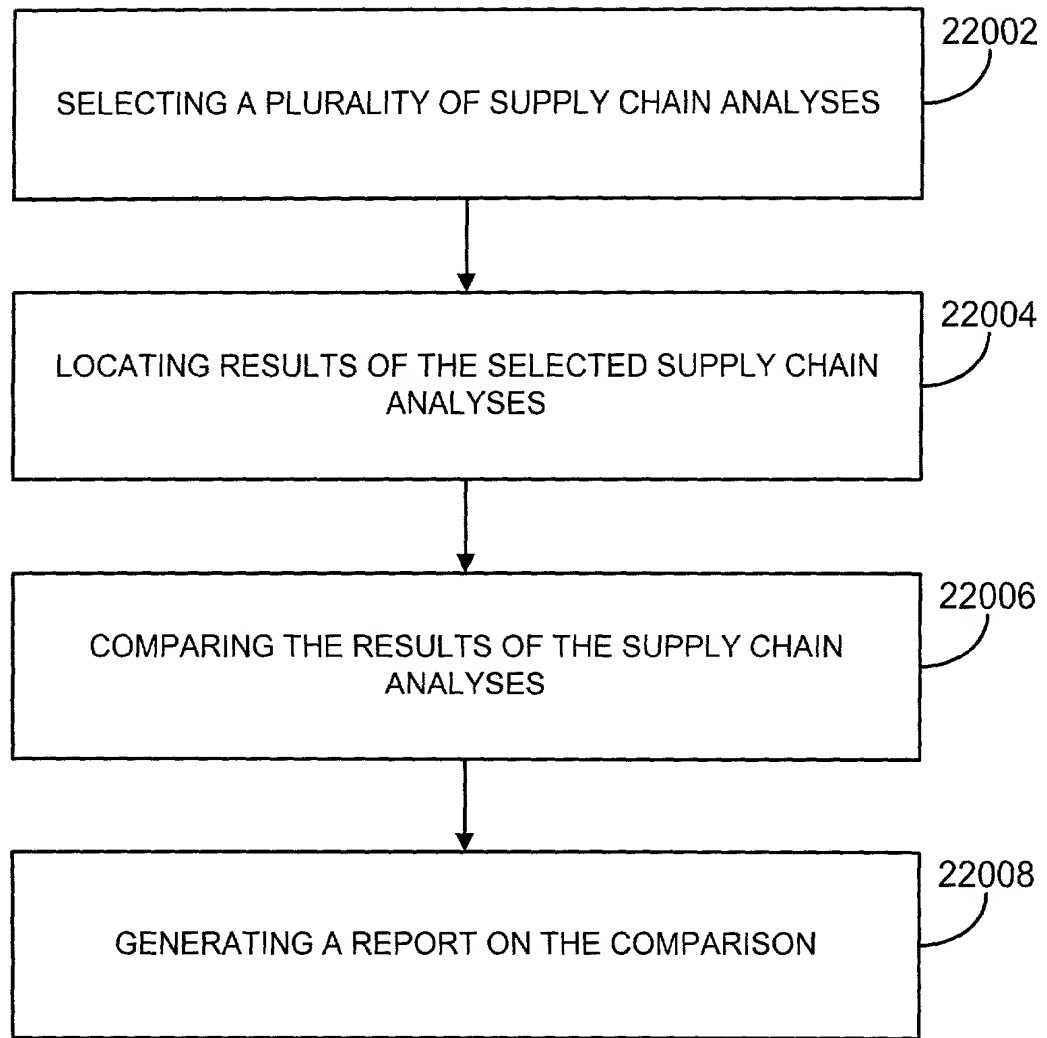


FIG. 220

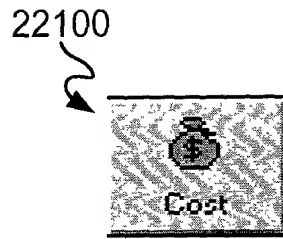


FIG. 221

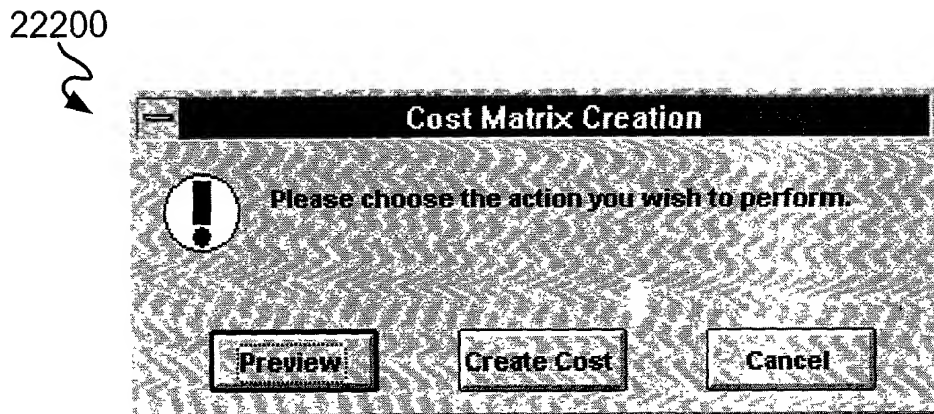


FIG. 222

FIG. 223

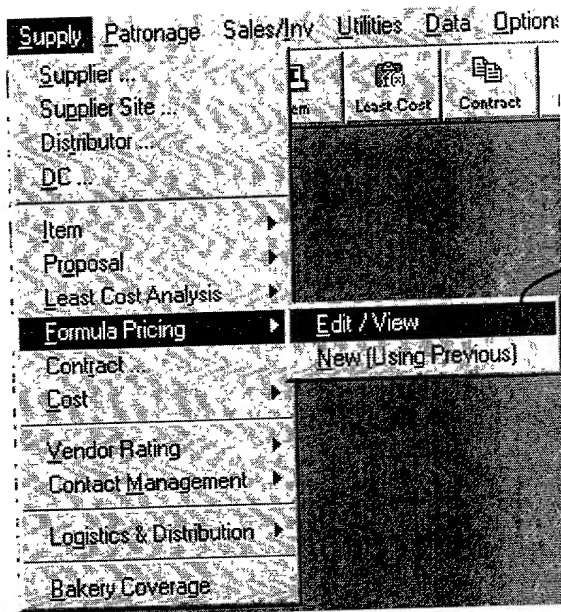


FIG. 223

22400

A screenshot of a software window titled 'Formula Pricing - BEEF - 77% - 04/06/98'. The window has a tabbed interface with tabs for 'General Info', 'Pricing', 'Freight', 'Formulas', 'Block Cost', and 'Adjustments'. The 'General Info' tab is active. It contains the following fields:

- Pricing ID: 12
- Description: Beef Pricing 04/06/01
- Item: BEEF - 77% (dropdown menu)
- Raw Material Pricing Date: 04/06/01
- From: 03/23/01
- To: 04/03/01
- Cost Matrix Begin Date: 03/15/01
- End Date: 03/28/01
- FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98													
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments			
Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine Tctr Beef	
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960	
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400	
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.8200	
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000	
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400	
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998	
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000	
04/01/98	0.8700	0.9200	0.9398	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.8640	
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200	
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600	
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760	

FIG. 225

22600

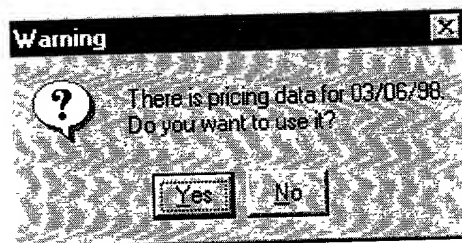


FIG. 226

22700

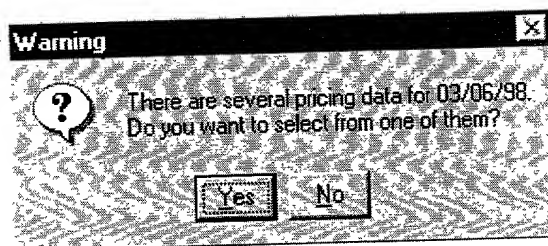


FIG. 227

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

Formula Pricing - BEEF - 77% - 04/06/98

General Info

Pricing

Freight

Formulas

Block Cost

Adjustments

Supplier FOB

Address

AMERICAN FOOD SERVICE

King of Prussia, PA 19406

DIVERSITY FOOD PROCESSING-VIRGINIA

Petersburg, VA 23805

GOOD SERVINGS PRODUCTS-NH

Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 85% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 90% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98																		
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments								Total
Formula		Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	
AFS-1		0.3120	0.2971									0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9840
DIV-1		0.1400	0.1295	0.2080	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139			0.9941
GS-1		0.3270	0.3042									0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9866
S&C-1		0.2414	0.2200					0.2179	0.2028	0.2179	0.2153	0.2179	0.2386			0.1050	0.0958	0.9721
SER-1		0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1235	0.9684
TEX-1		0.3090	0.2766									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
WHI-1		0.3250	0.2958									0.1750	0.1969	0.3650	0.3668	0.1350	0.1230	0.9765
WIS-1		0.3325	0.2977									0.4675	0.5165	0.1000	0.0908	0.1000	0.0890	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98						
General Info		Pricing	Freight	Formulas	Block Cost	Adjustments
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1292	\$1.1222	
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	

FIG. 231

FIG. 232



 Ins Row 23300
 Del Row 23302

FIG. 233

340

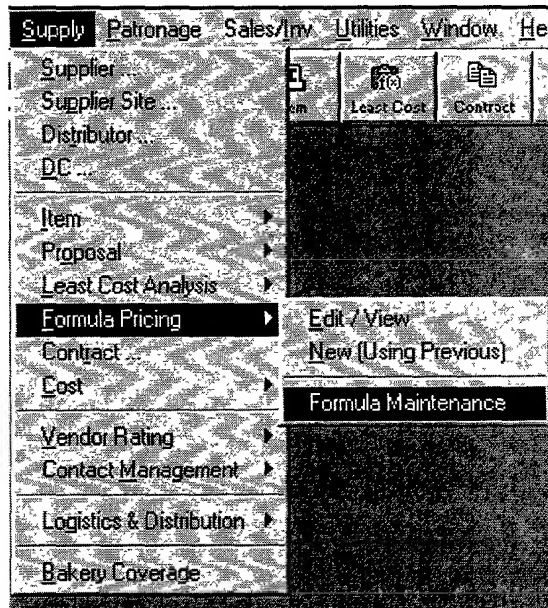


FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6		100.0000%	

FIG. 235



23600

FIG. 236

00015830 032304